

FIG. 1A



Drawn
Apparatus
4/14/04

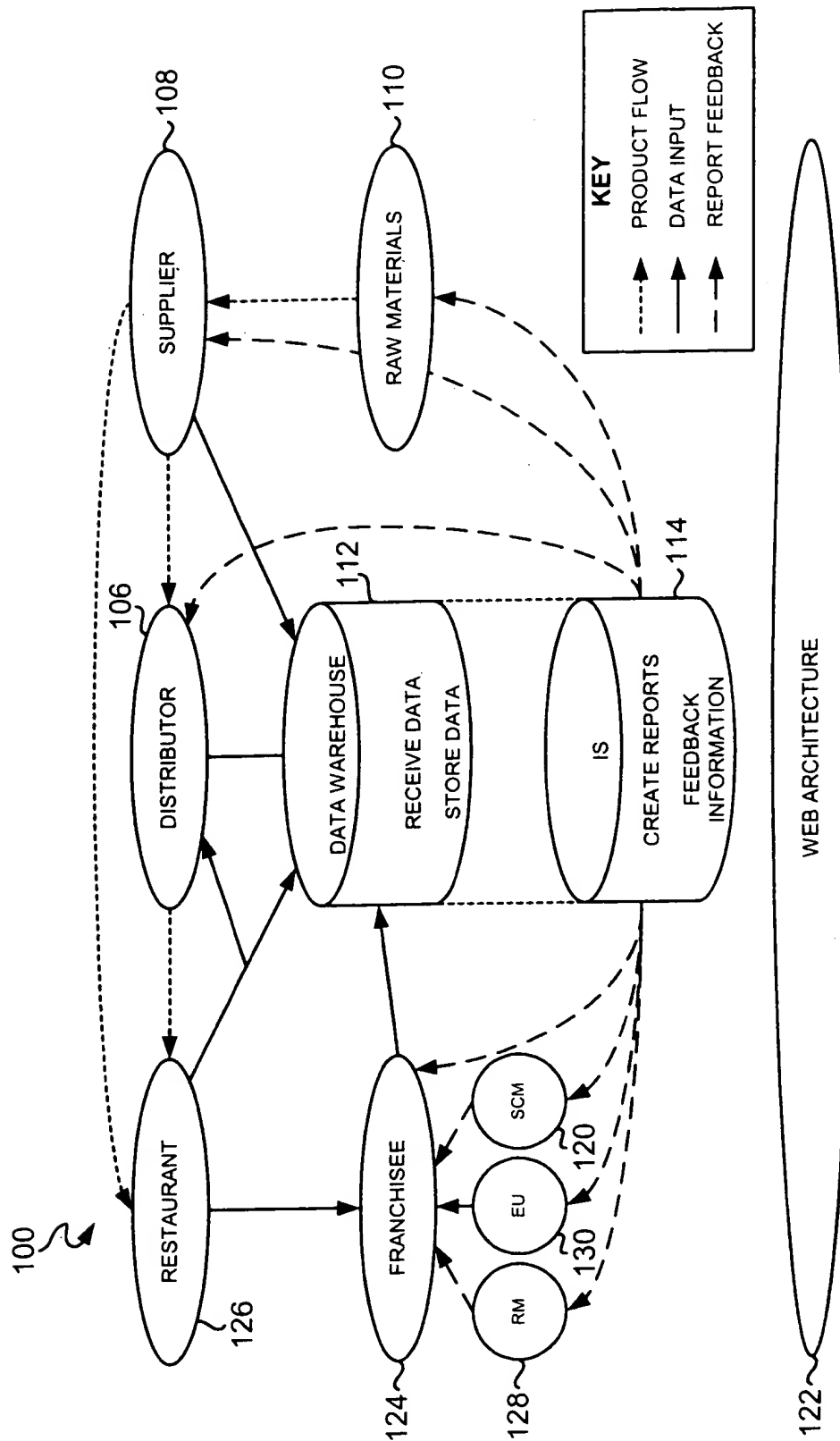


FIG. 1B



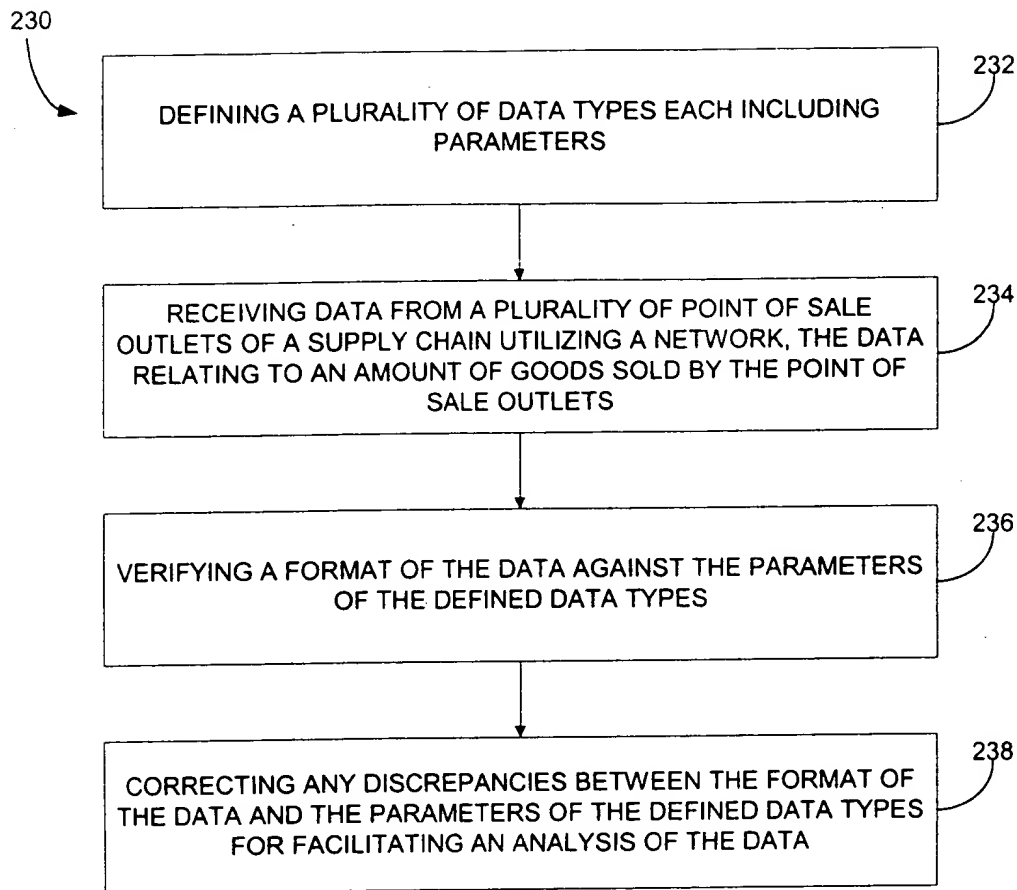


FIG. 2

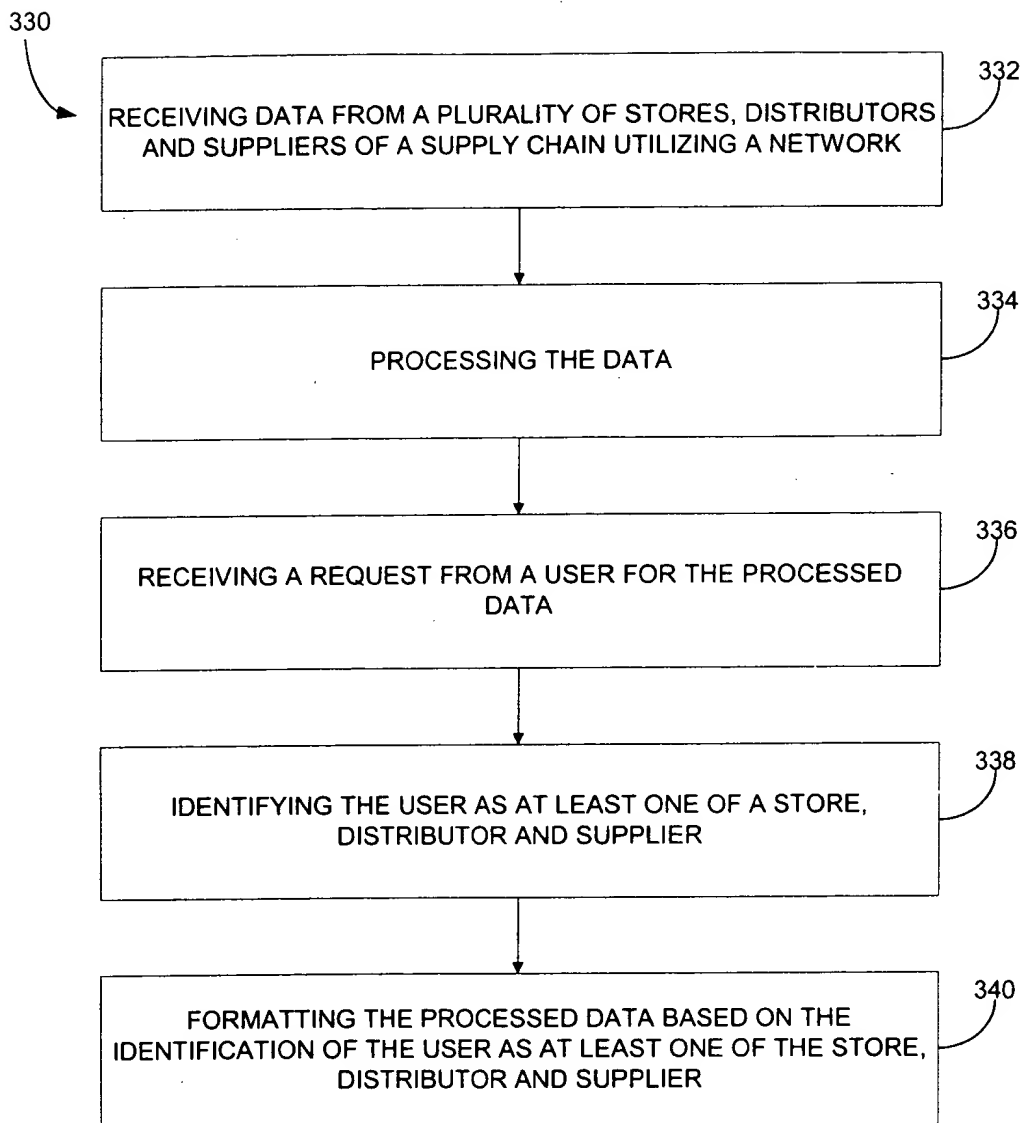


FIG. 3

FIG. 3

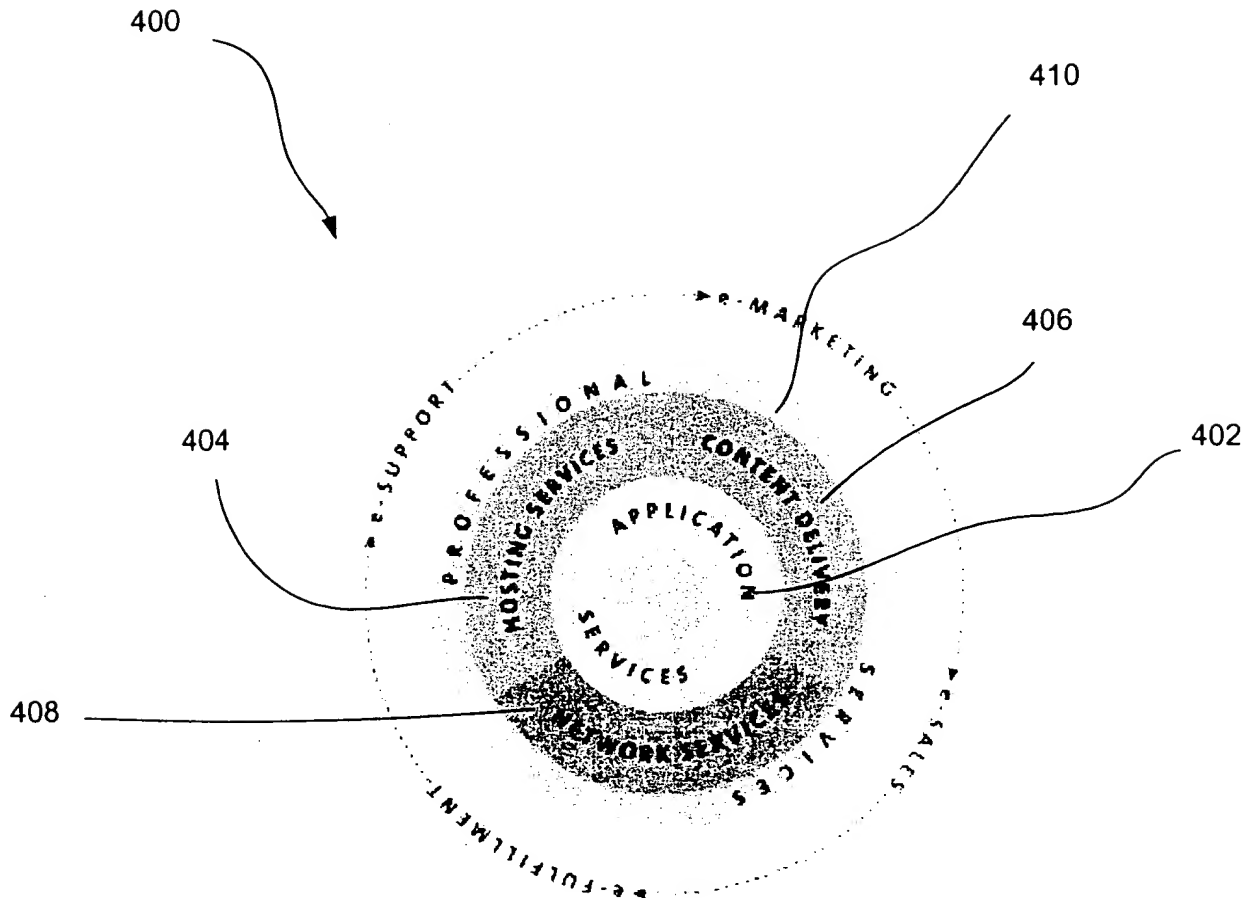


Fig. 4

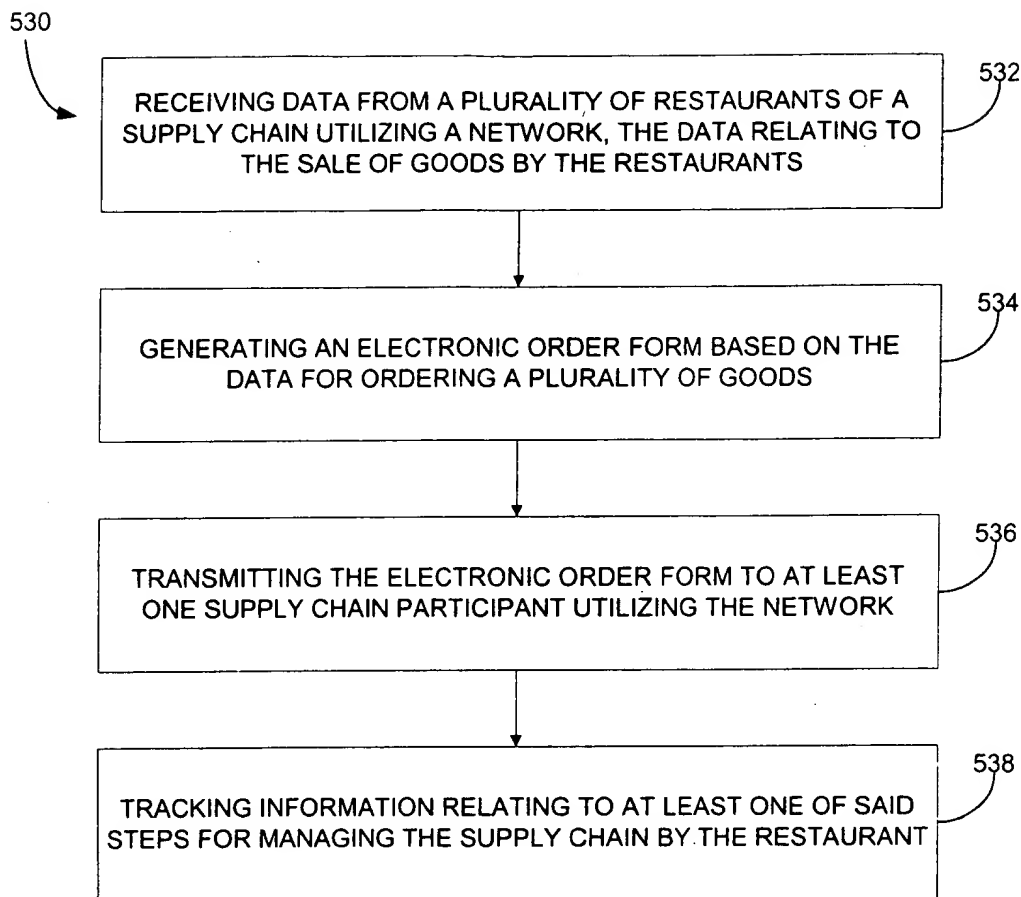


FIG. 5

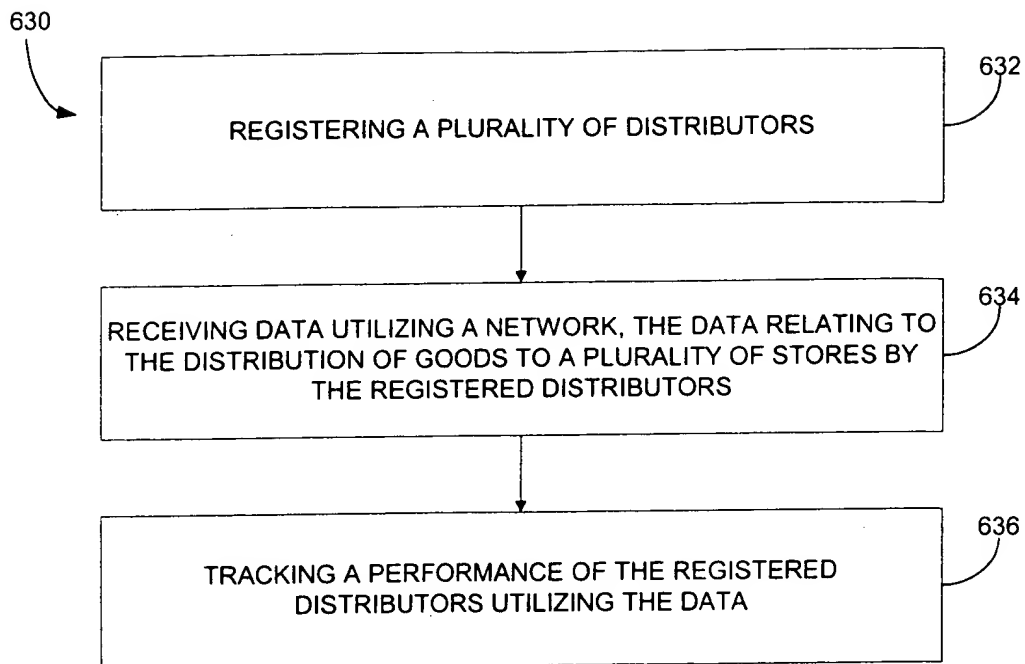


FIG. 6

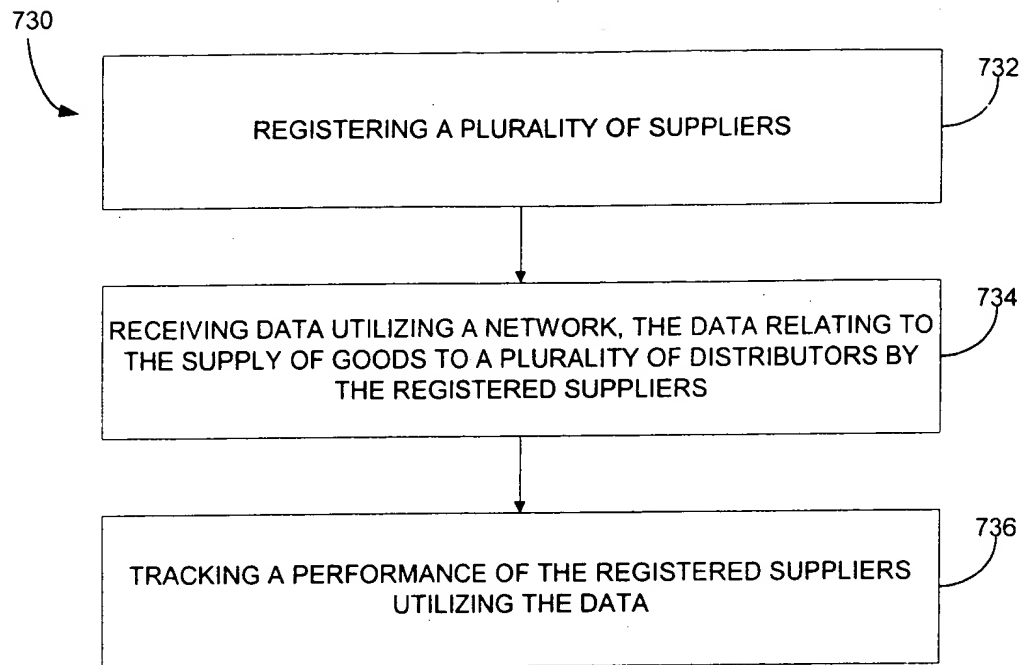


FIG. 7

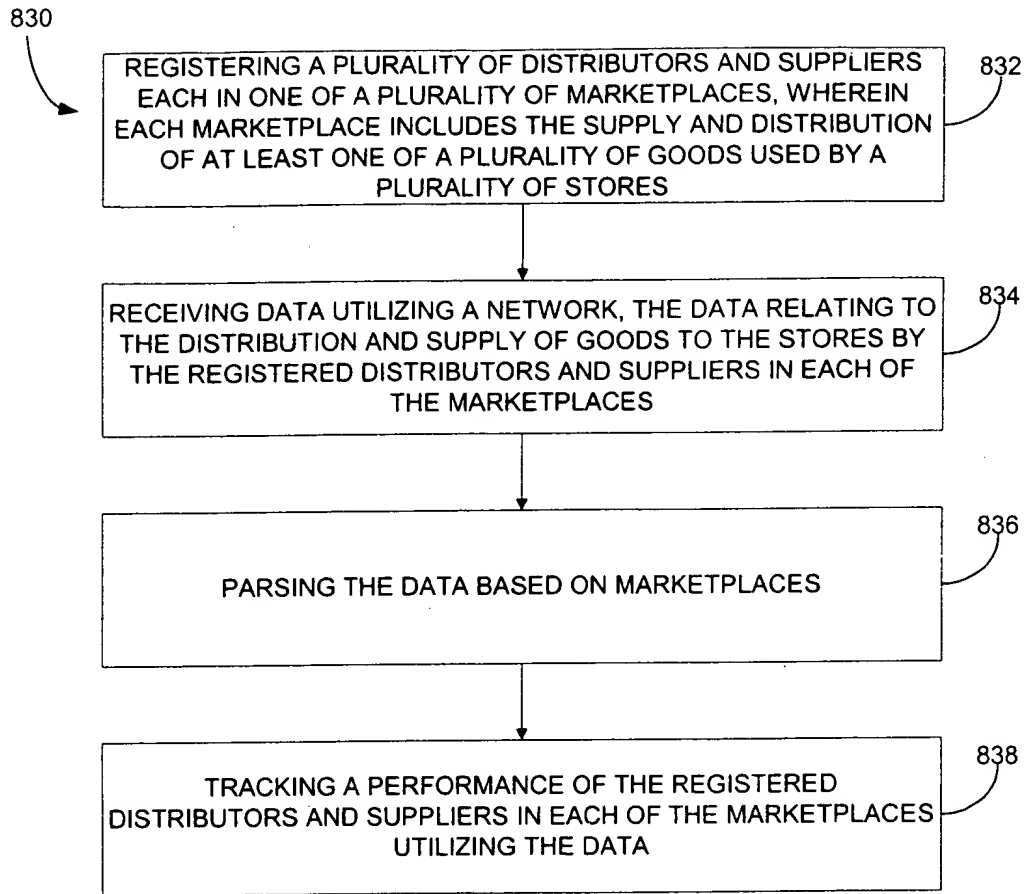


FIG. 8

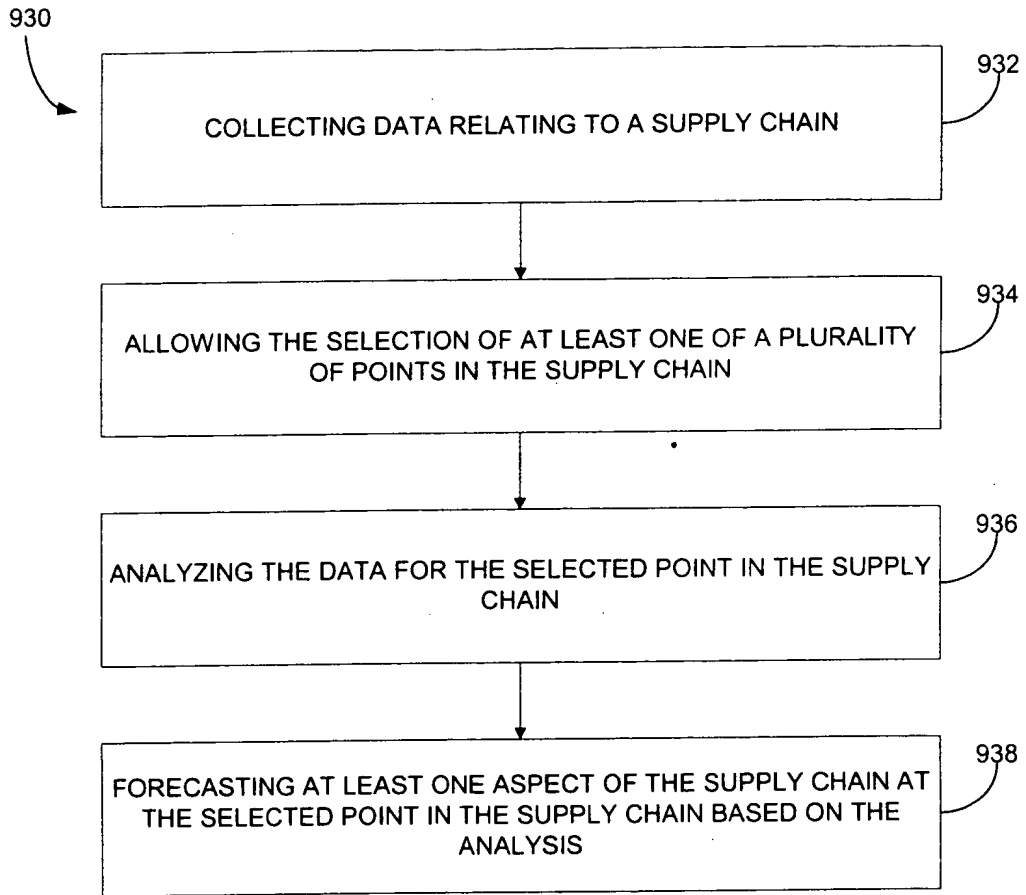


FIG. 9

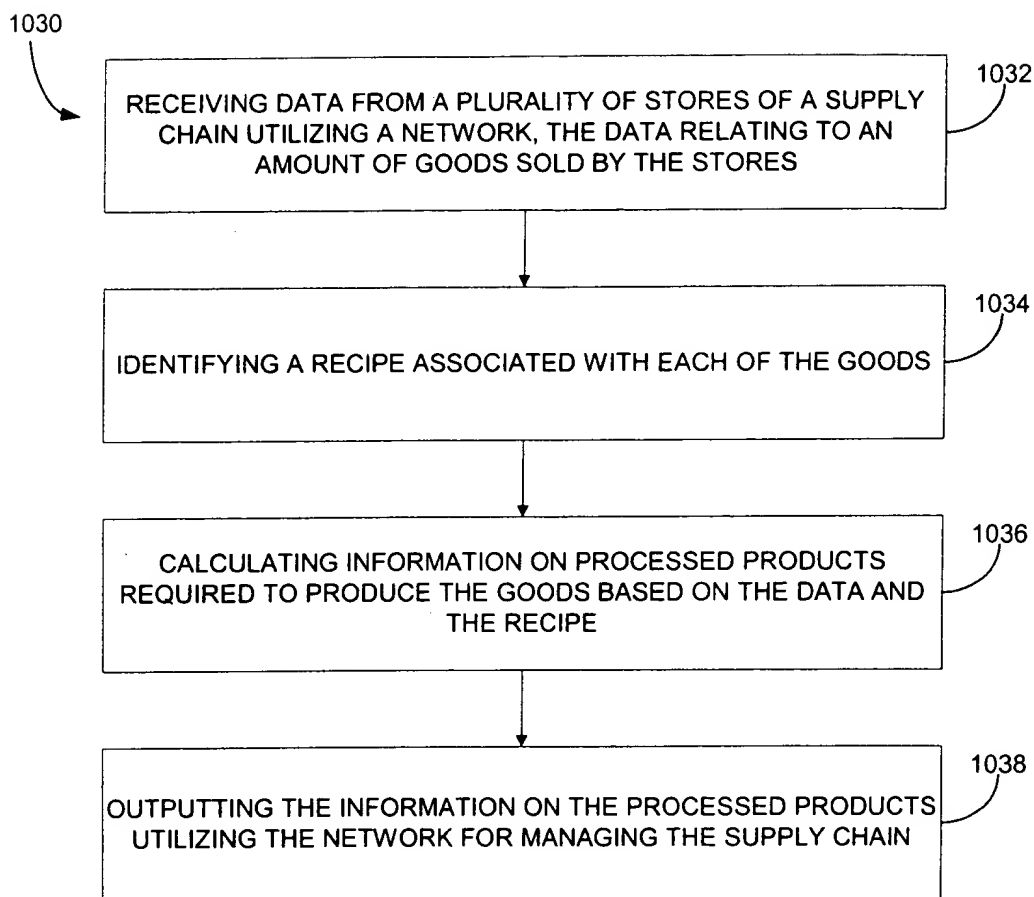


FIG. 10

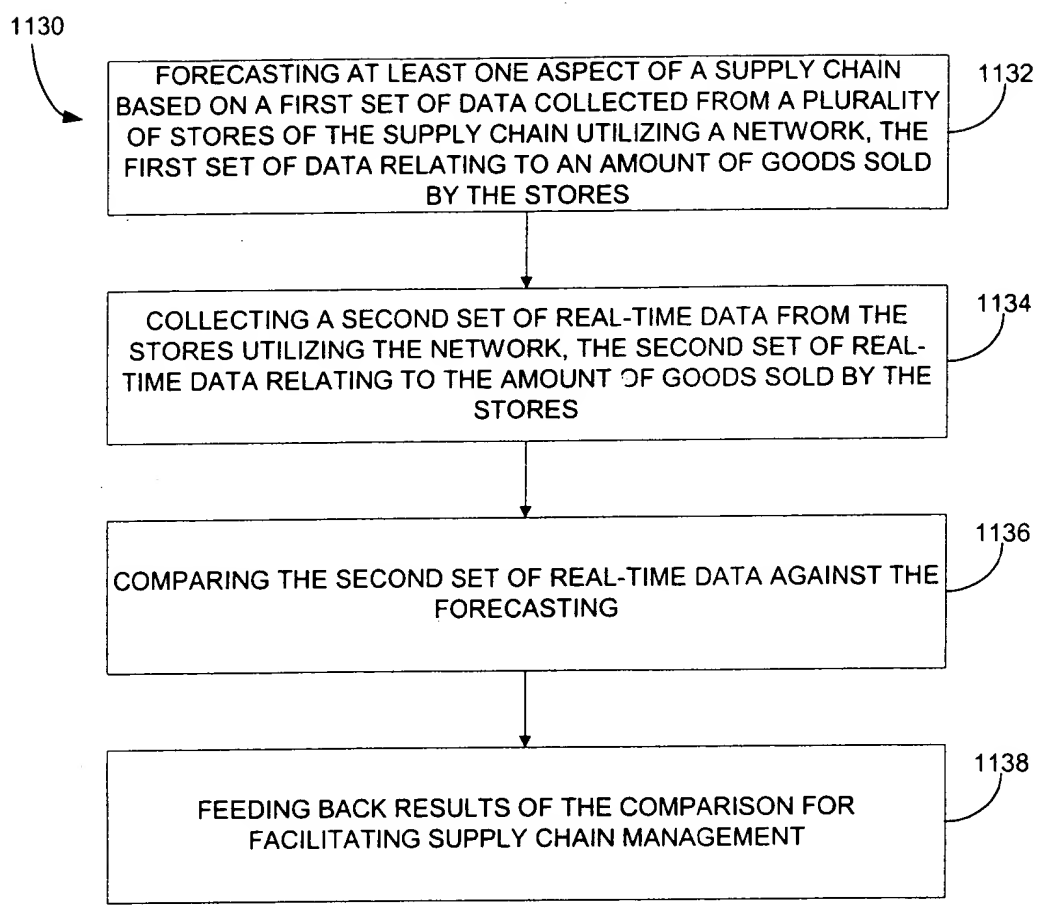


FIG. 11

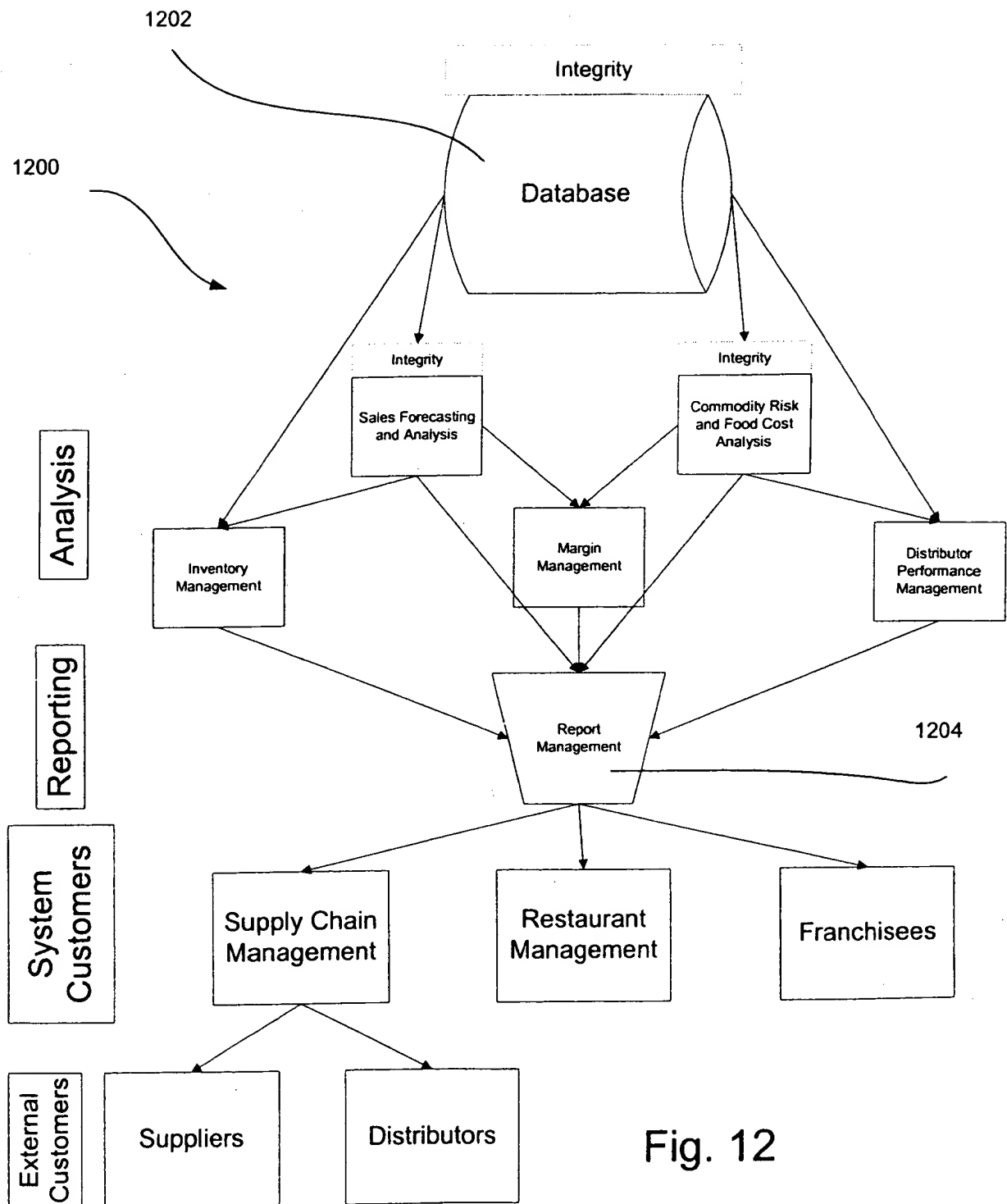


Fig. 12

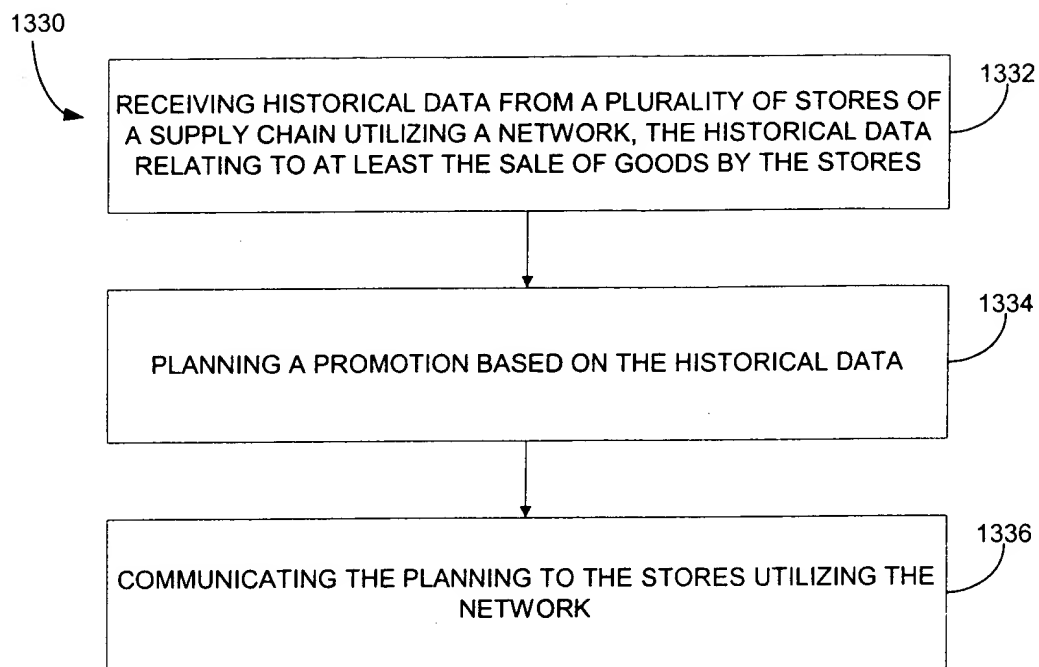


FIG. 13

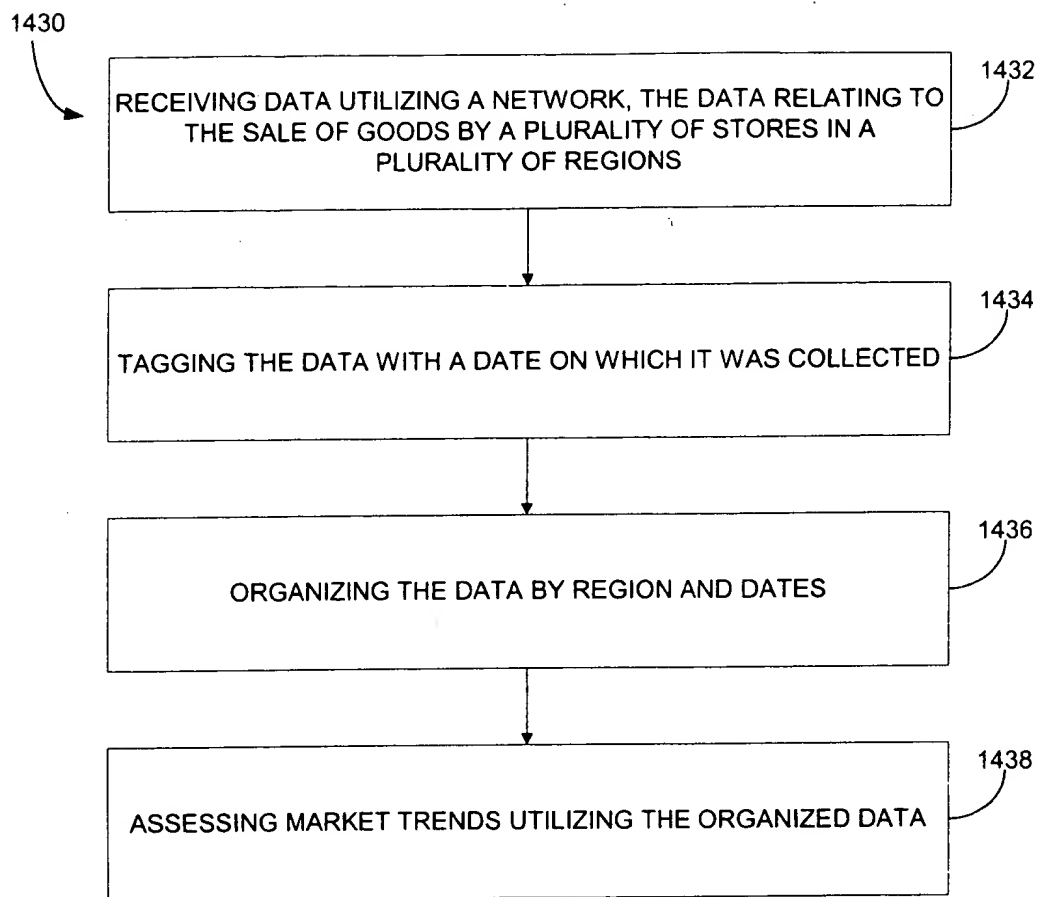


FIG. 14

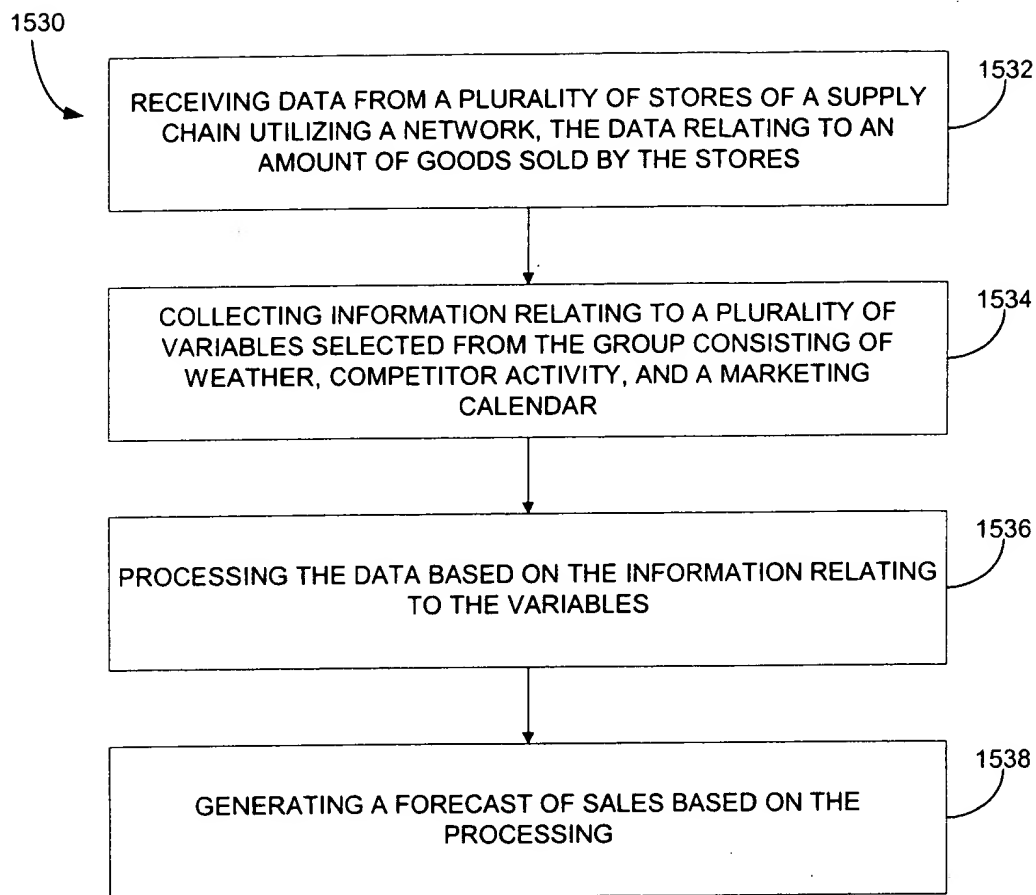


FIG. 15

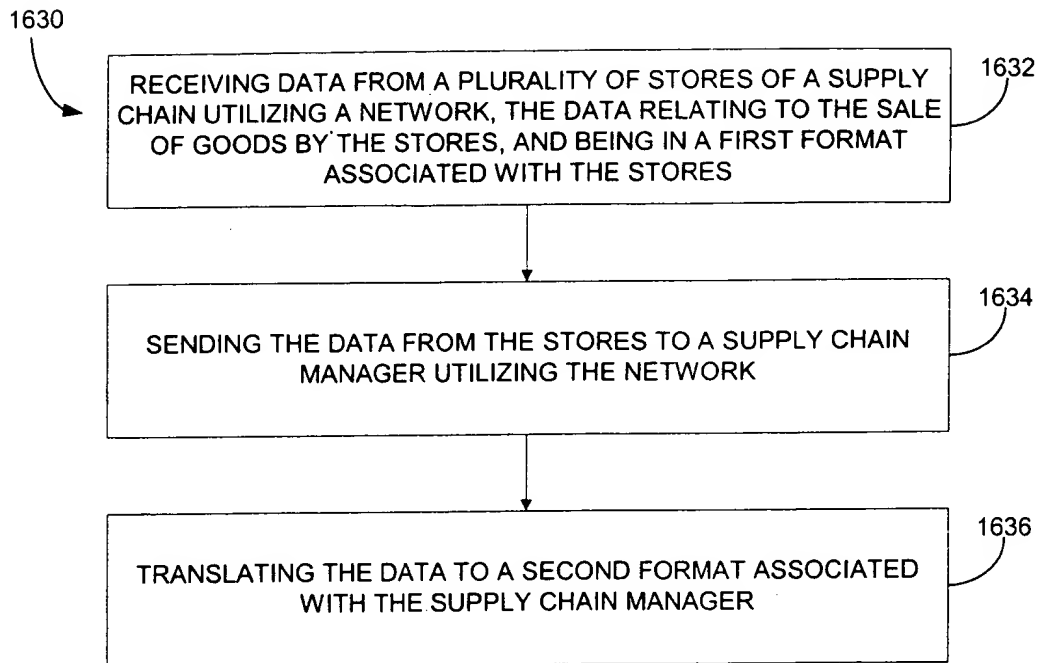


FIG. 16

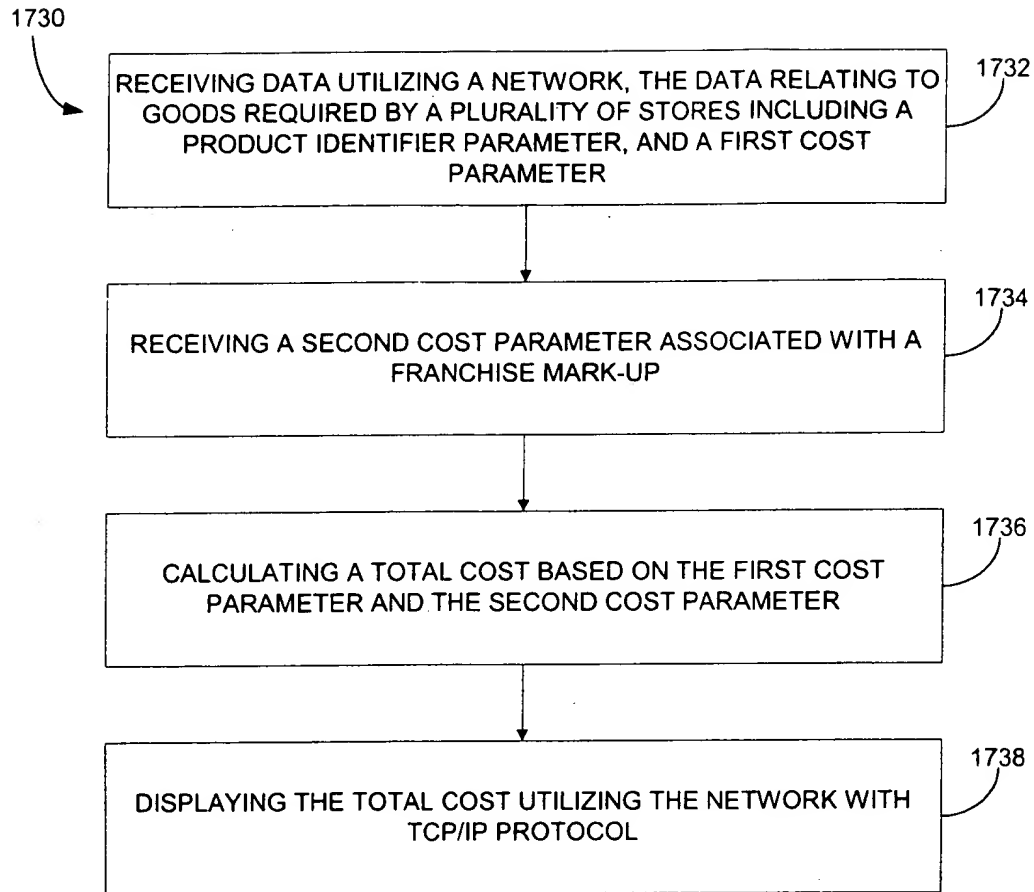


FIG. 17

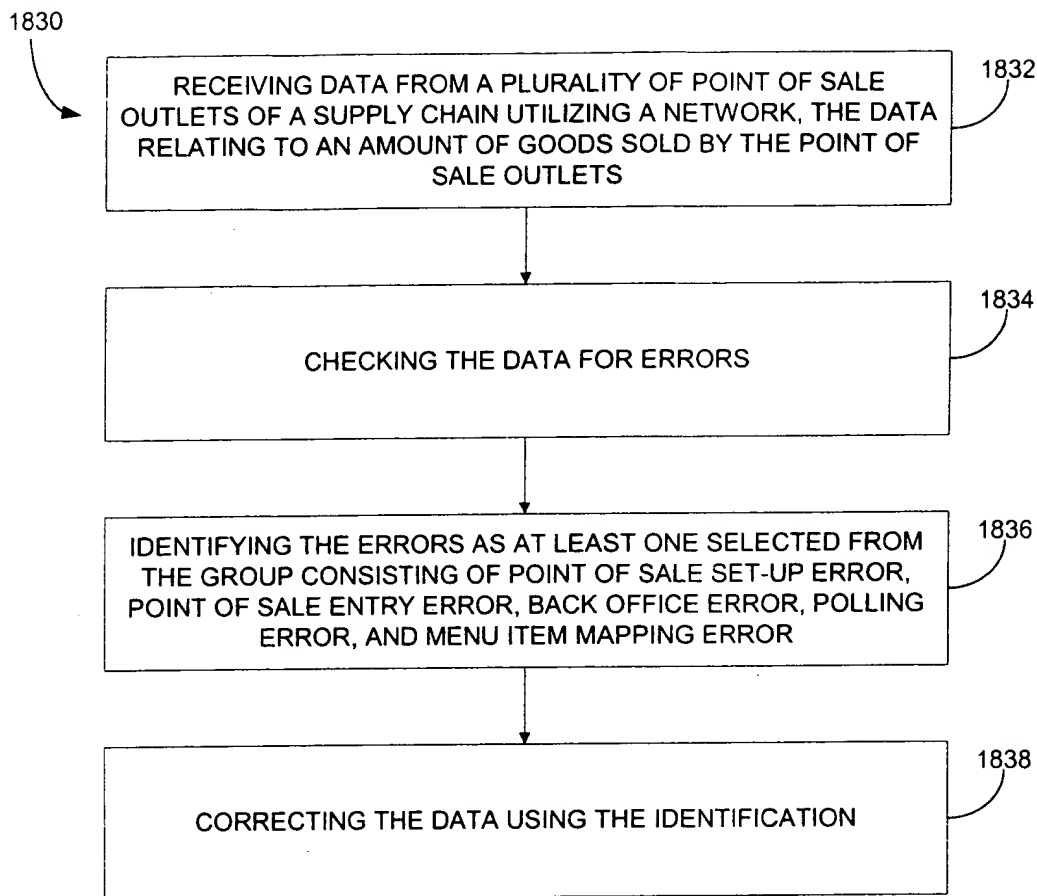


FIG. 18

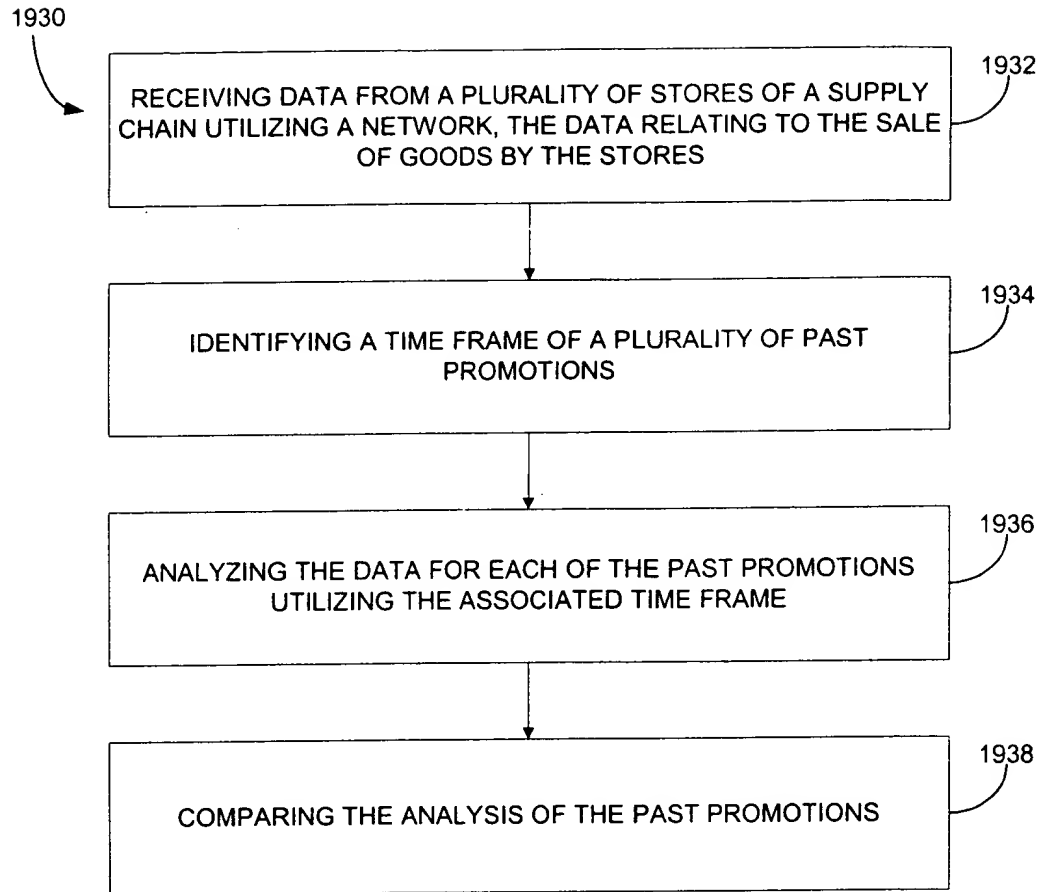


FIG. 19

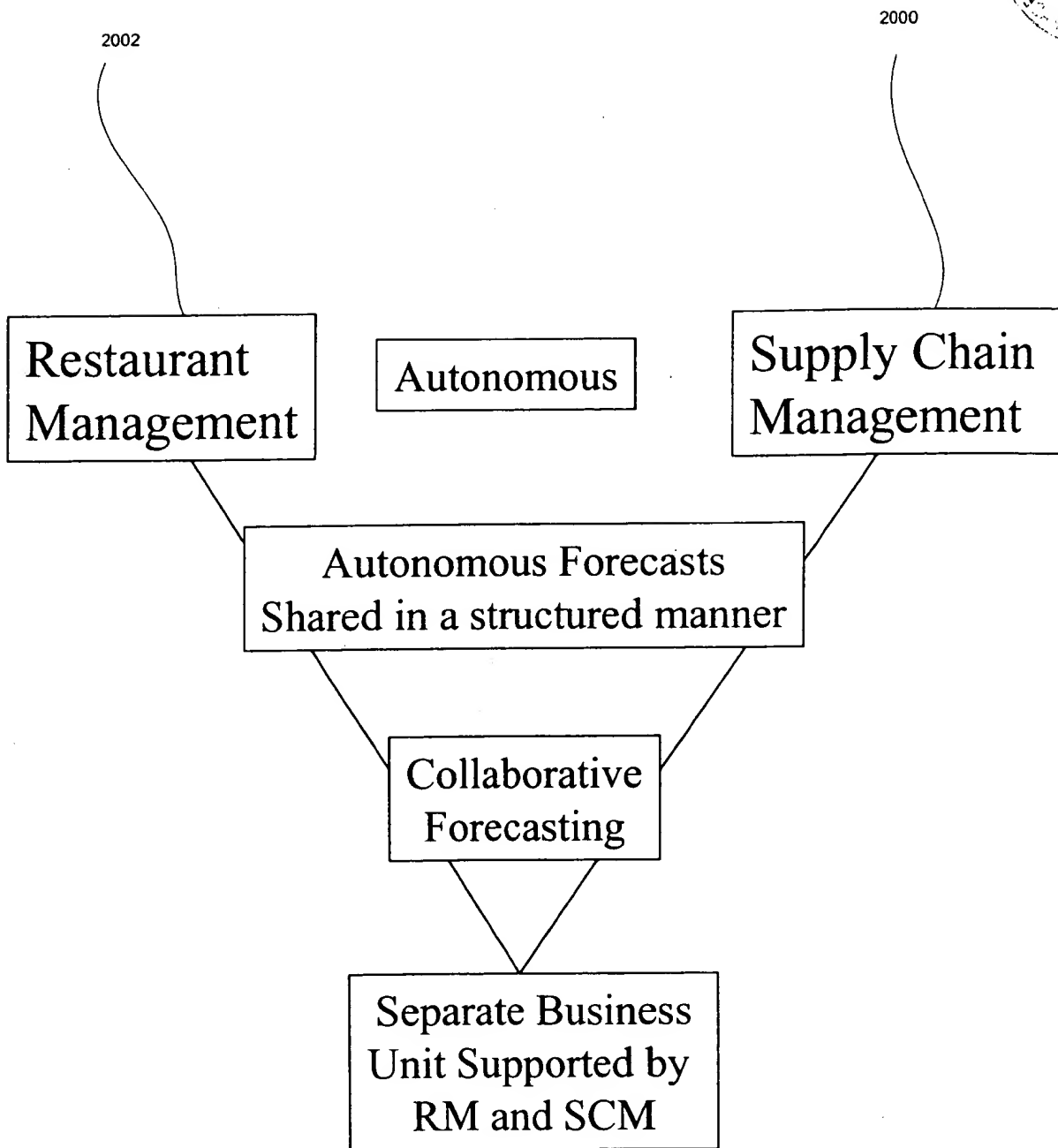


Fig. 20

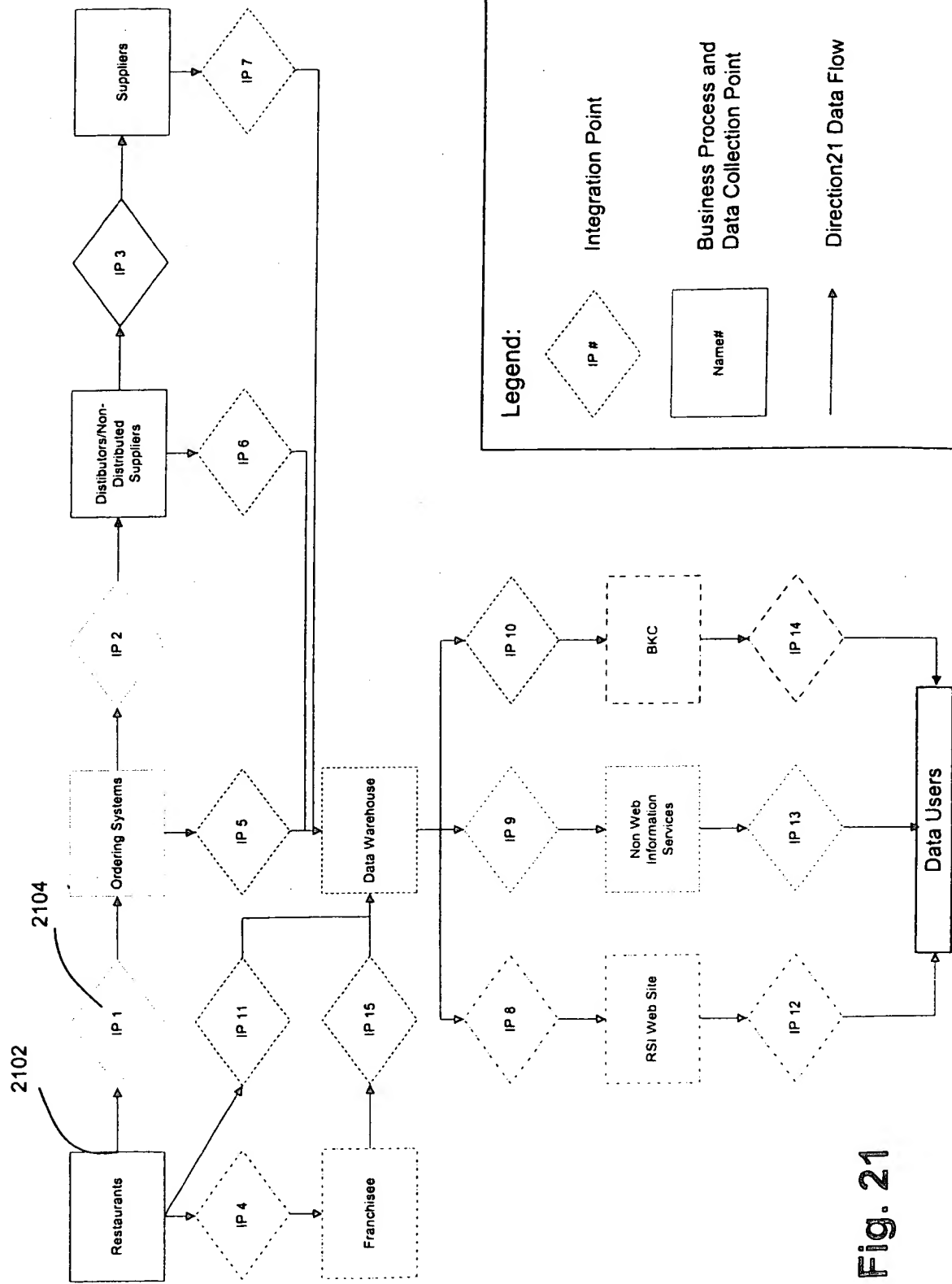


Fig. 21



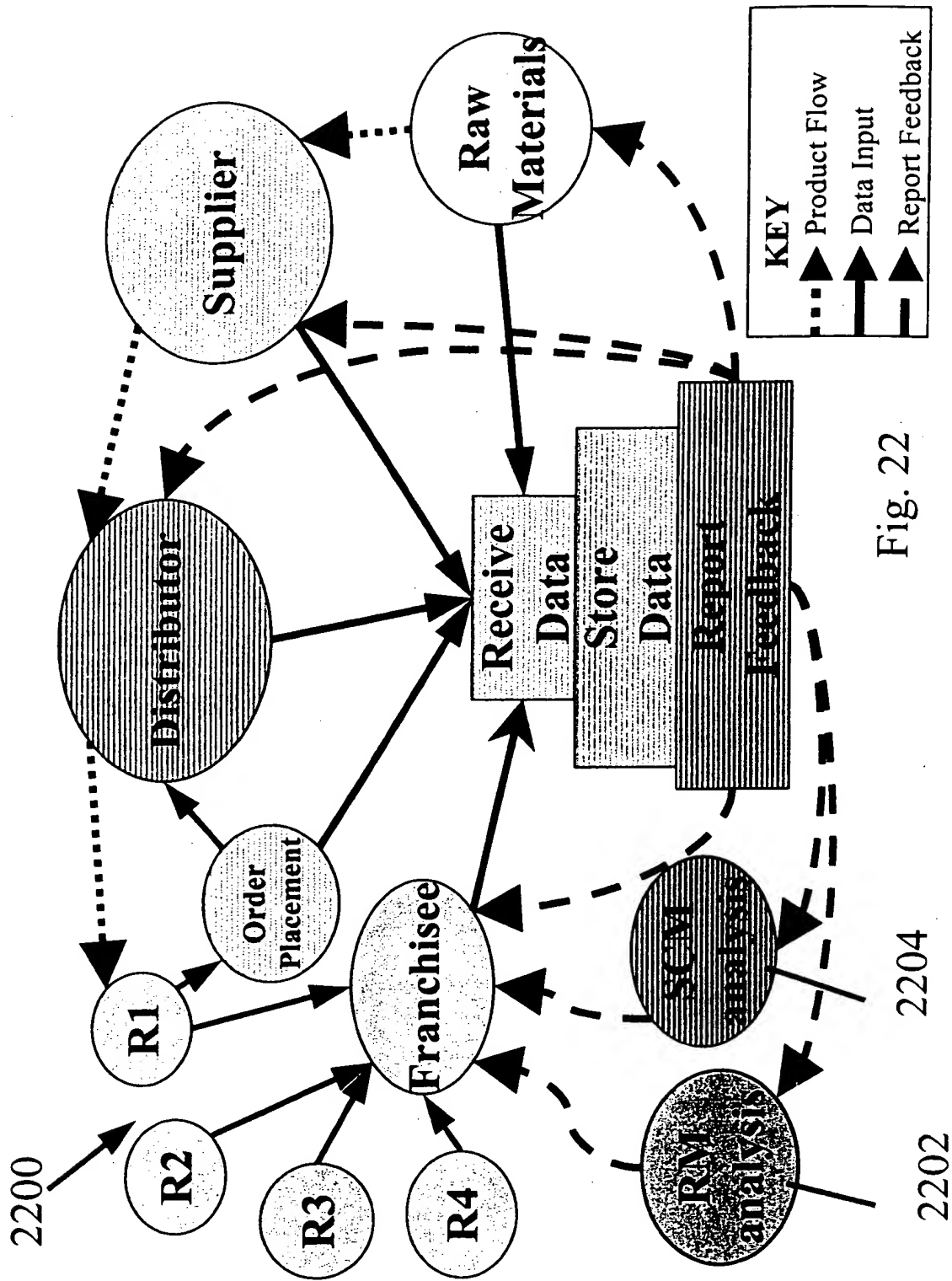


Fig. 22

2200

2202

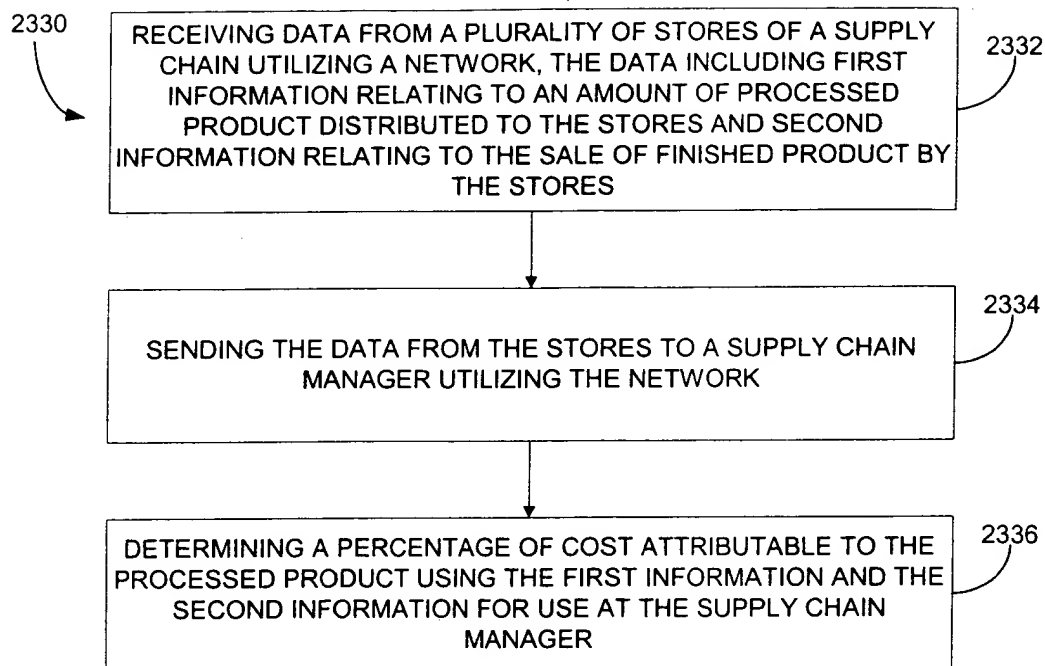


FIG. 23

FIG. 24

FIG. 24

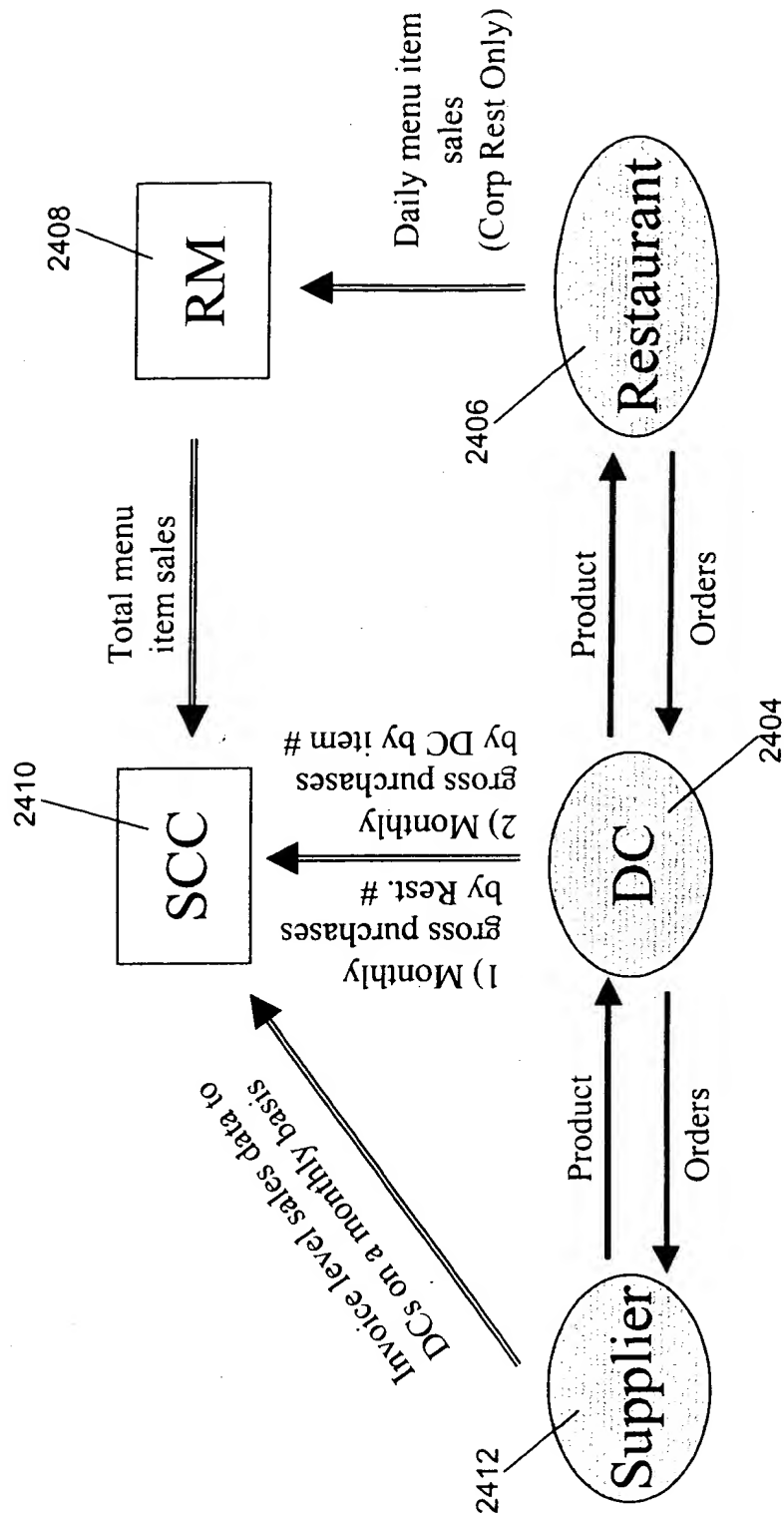


FIG. 25

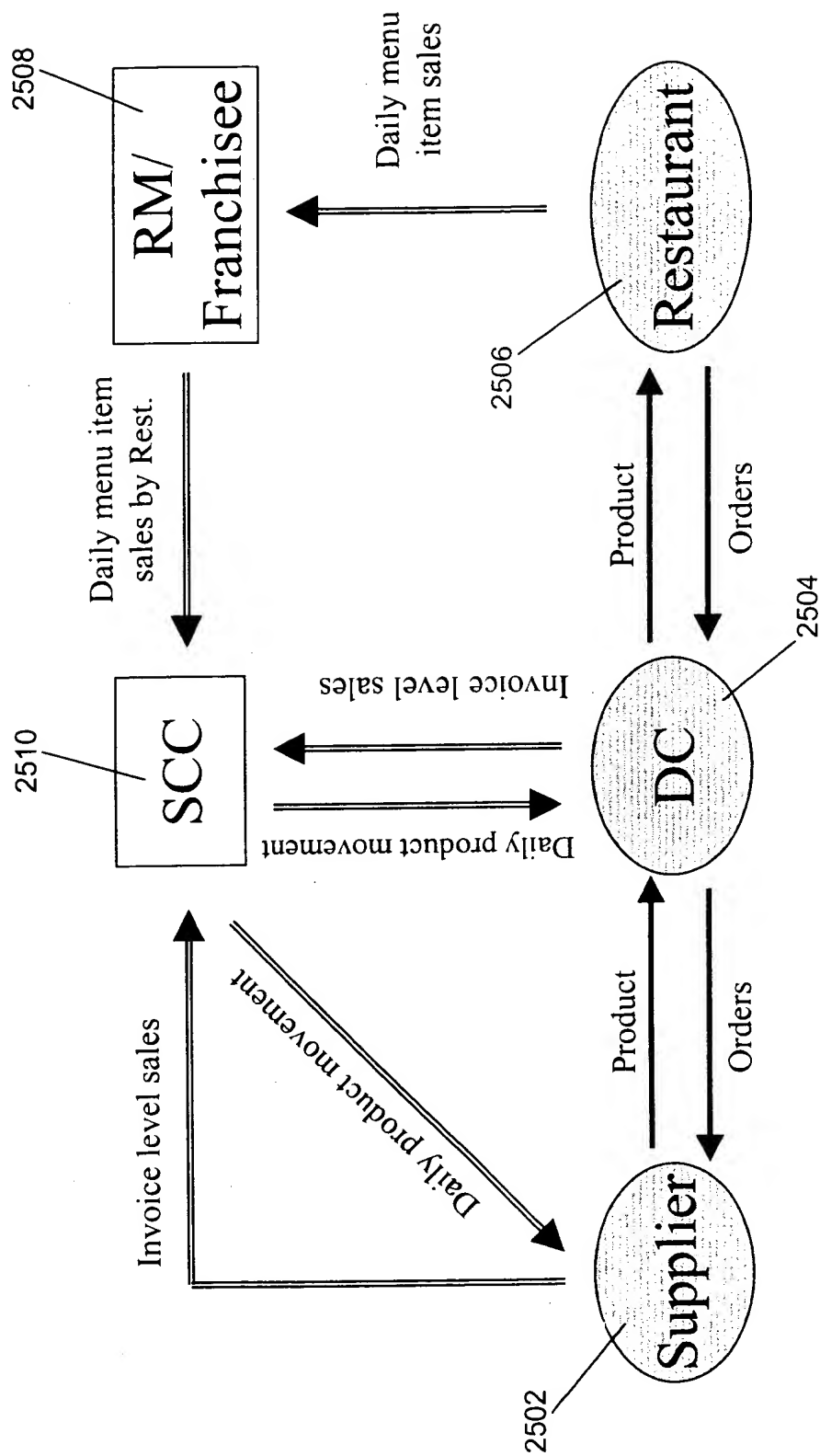


FIG. 26

2600

2602

2604

FIG. 26

Sales Forecast Worksheet - System

Week	History								Forecast							
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3	Q4
GRP's																
Ntn'l Marketing Theme																
Advertising Score																
Local Considerations																
Competition Index																
Weather Index																
Seasonality Index																
Sales History/Forecast Total (\$/store)																
Key Products by Menu Item (units/day/store)																
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
YWVM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813
etc.....																
Key Products by Inventory Item (cases/day/store)																
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4	1.6
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1	2.0	1.5	1.7
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
etc...																



FIG. 27

2700

Promotional Monitor - System & Regional

		History				Week #1							
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales for Key Products(units/restaurant/week)													
Category	Segment												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46	286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26	165
	YWWM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)													
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%

2702



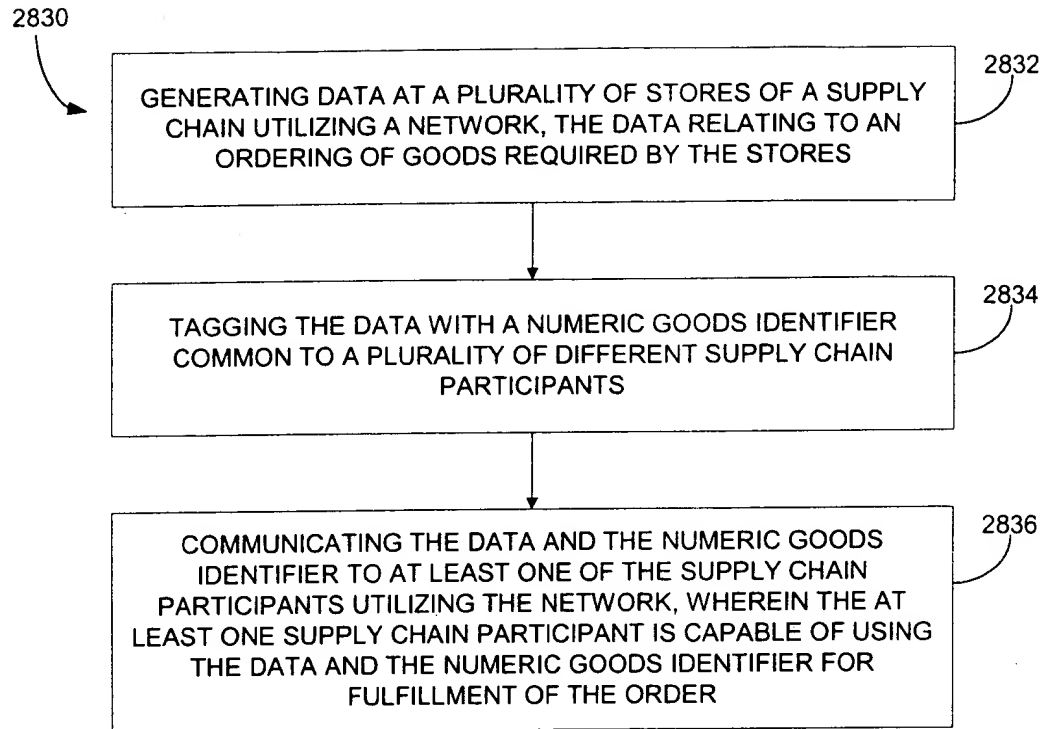


FIG. 28

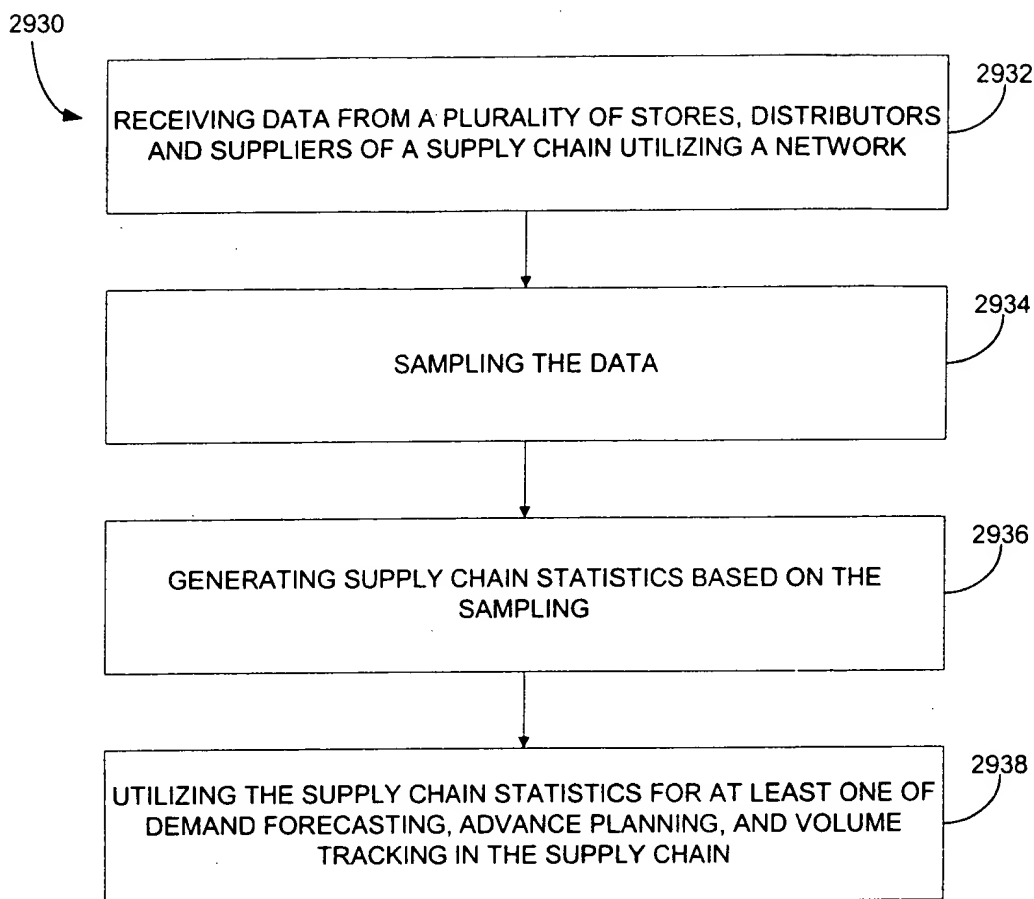


FIG. 29

3000

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30



3100





Service Level Reporting August

3200

	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%		
Alliant-Topeka			
Alliant Wixom	99.05%		
King-Atlanta	99.34%		78.70%
King-Jacksonville			
King-Louisville			
Maines 29 Conklin	99.41%		79.25%
Maines 30 Cleveland			
Maines Long Island	99.41%		
Maines New England			79.83%
MBM Fullerton	99.13%		#DIV/0!
MBM Lewisville			#DIV/0!
MBM Orlando			#DIV/0!
MBM Rocky Mount	99.13%		#DIV/0!
McCabe's			
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.			
PFD Supply	99.18%		
PFG Victoria	99.42%	#DIV/0!	
PYA/Monarch	99.20%		
Reinhart-Cedar Rapids	99.05%		
Reinhart-Oak Creek	99.31%		
Reinhart-Rogers			
Restaurants NW	99.03%	99.07%	80.72%
Shamrock Commerce City		94.88%	85.19%
Shamrock Phoenix	98.81%		
Sygma Harrisburg			
Sygma Stockton			
Sysco			

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min.
Didn't meet BK Min.

FIG. 32



FIG. 33

3300

Vendor:

XYZ Company

Time Period:

Aug-00

3300

Delivery Statistics:

DC Requested Lead-Time
DC Adherence to Lead-Time
Days Delivery Late
On-Time Delivery Percentage
Hours Delivery Late

4
95%
1.7
95%
0.93

Invoice, Payment and Pricing:

Days for Payment
Monthly FOB Variance
Monthly Freight Variance
Monthly Total Variance

12
\$ 30,152
\$ 3,594
\$ 33,746

Invoice Accuracy:

Invoice Fill Rate
PO Accepted Rate
Perfect Order Percentage

97.25%
99.00%
92.34%

Inventory Management:

Average Days On Hand
SKU #1
SKU #2
Max Days On Hand
SKU #1
SKU #2

19
22
40
32

Monthly Carrying Cost
SKU #1
SKU #2
Average as % FOB

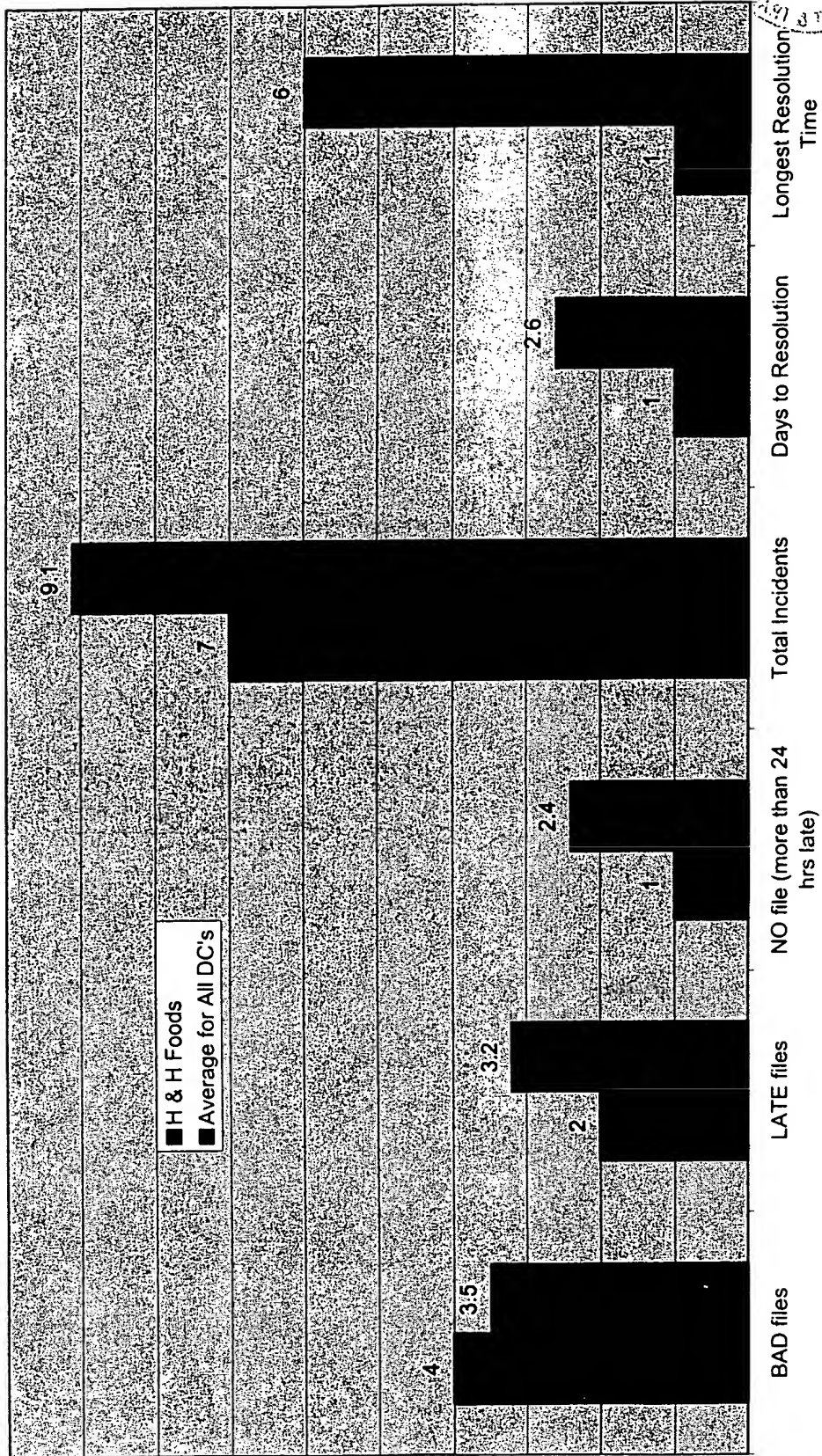
\$ 42,513
\$ 12,589
1.25%



FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400



3500



FIG. 35

Service Level Reporting
November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES			
COMARK INSTRUMENTS, INC.			
WHITEFORD FOODS, INC.			
LEPAGE BAKERY / COUNTRY KITCHEN			
NCR-SYSTEMEDIA			
SIGNATURE MEATS GROUP			
SCHWEBEL'S BAKING CO.			
MAUI CUP			
MIRA PLASTICS			
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.			
FORT JAMES OPERATING COMPANY			
FRESH ADVANTAGE, KC			
SILVER KING - MN - CORP.			
TYSON FOODS			
READY ACCESS			
GEORGIA PACIFIC TISSUE			
CLOUGHERTY PACKING			
BEVERAGE - AIR			
COMPONENT HARDWARE GROUP, INC.			
COCA - COLA USA			
TOASTMASTER			
GRANT COUNTY FOODS			
FRESH EXPRESS			
TAYLOR FARMS			
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTS, LLC			
ROSE PACKING COMPANY			

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.





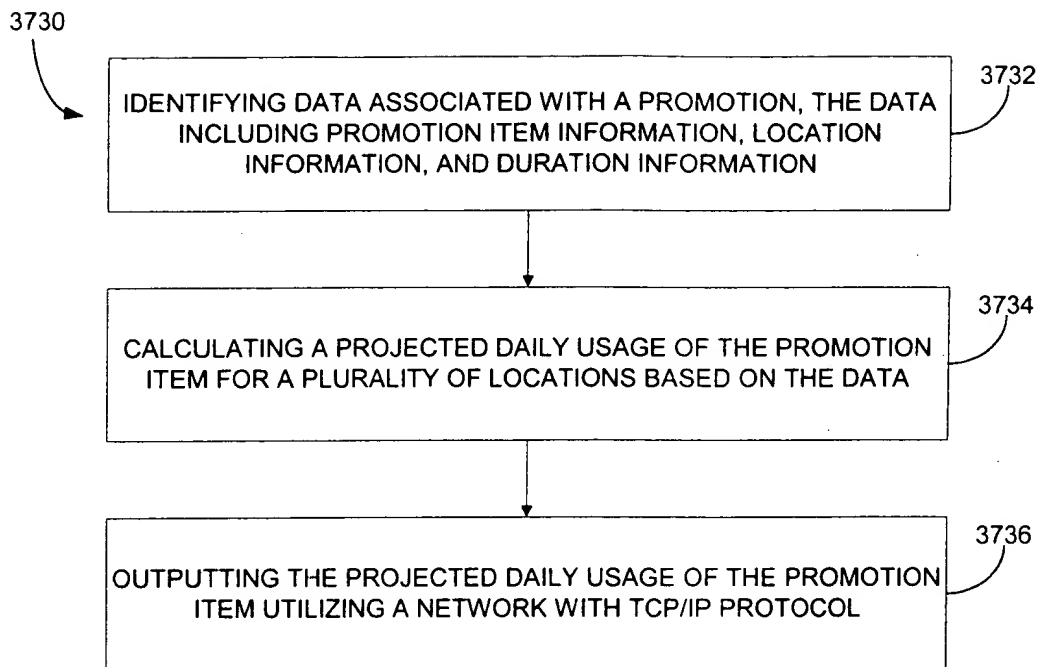


FIG. 37

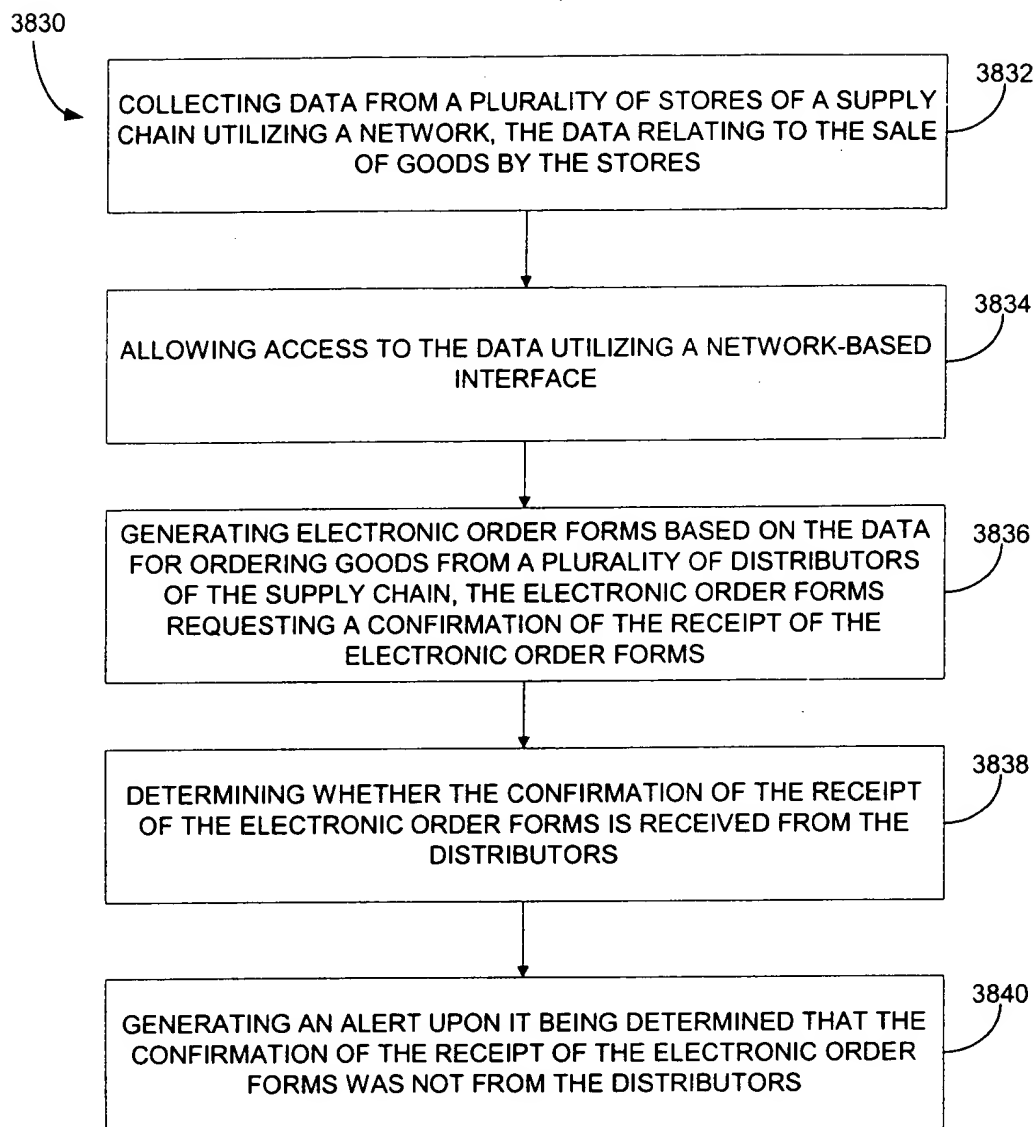


FIG. 38

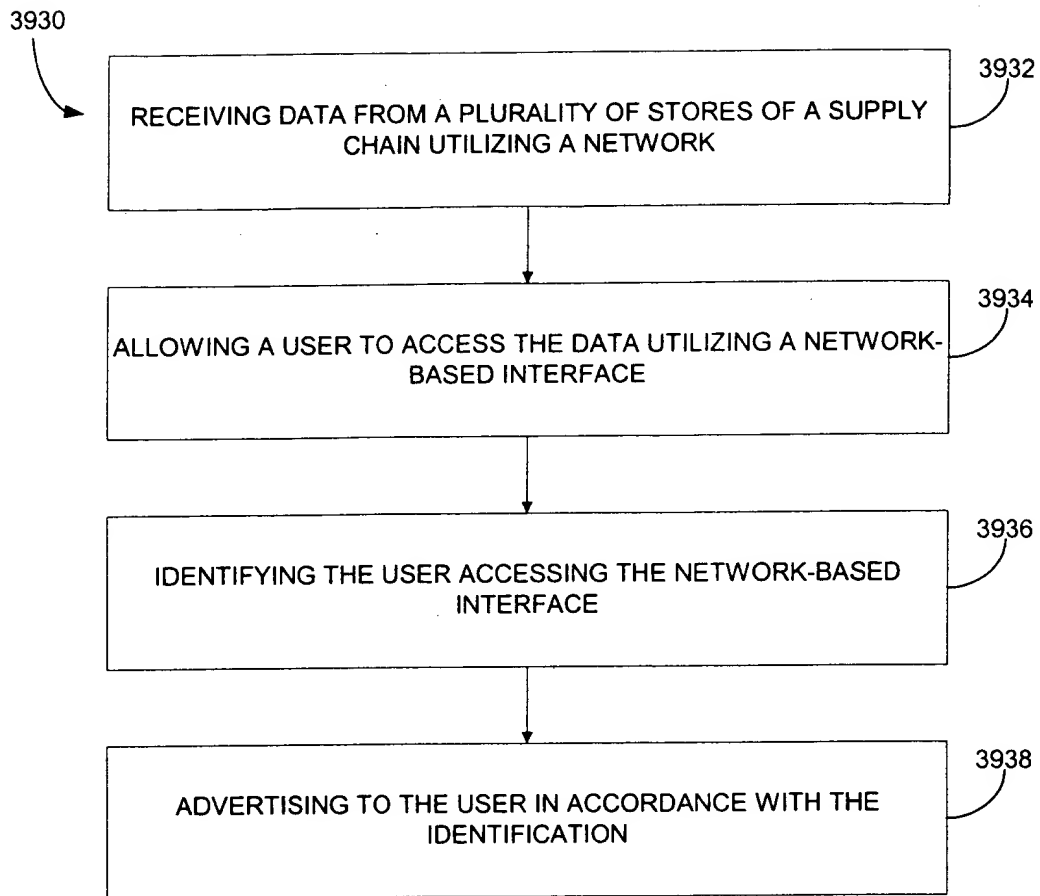


FIG. 39

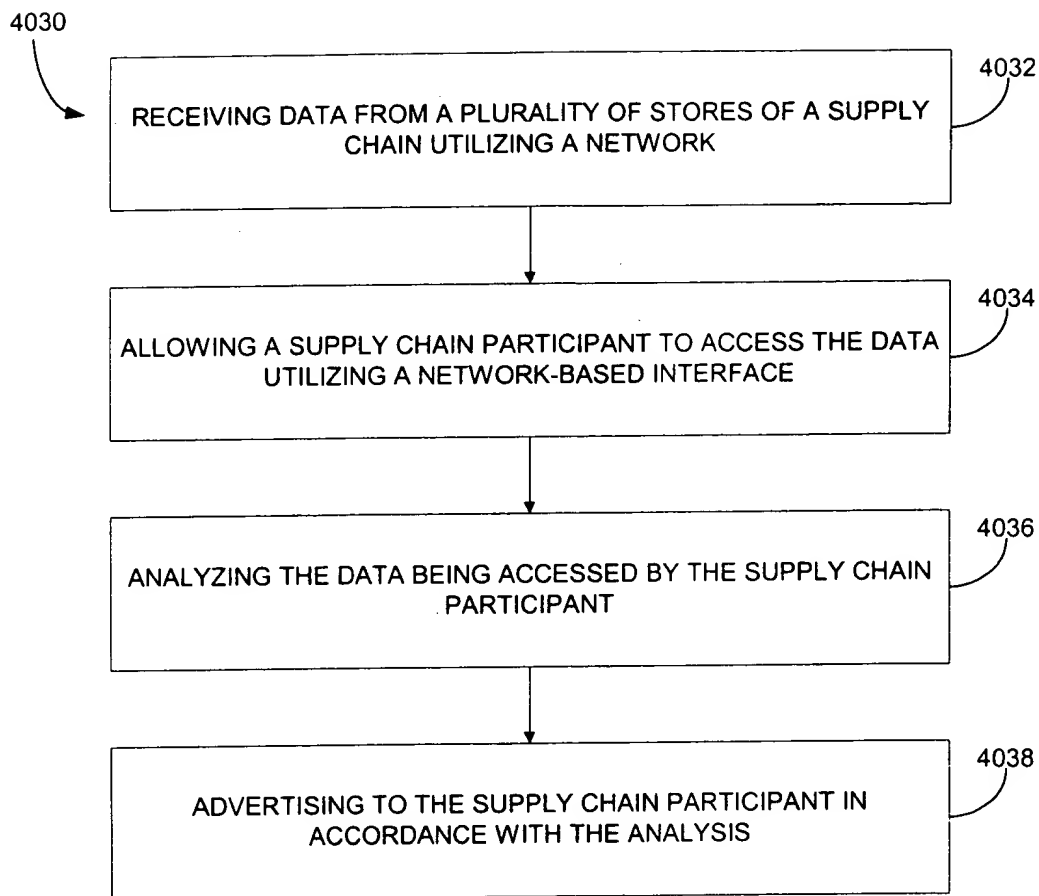


FIG. 40

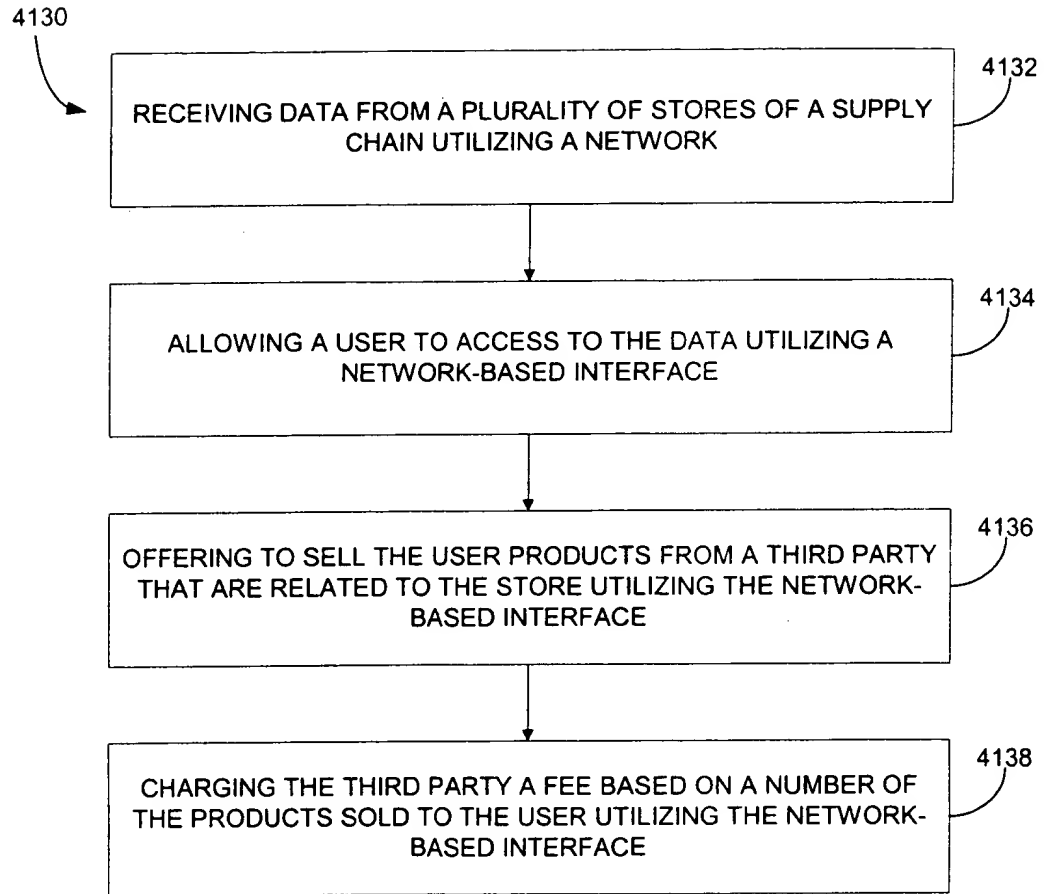


FIG. 41

FIG. 41 is a flowchart illustrating a method for providing a network-based interface to a user.

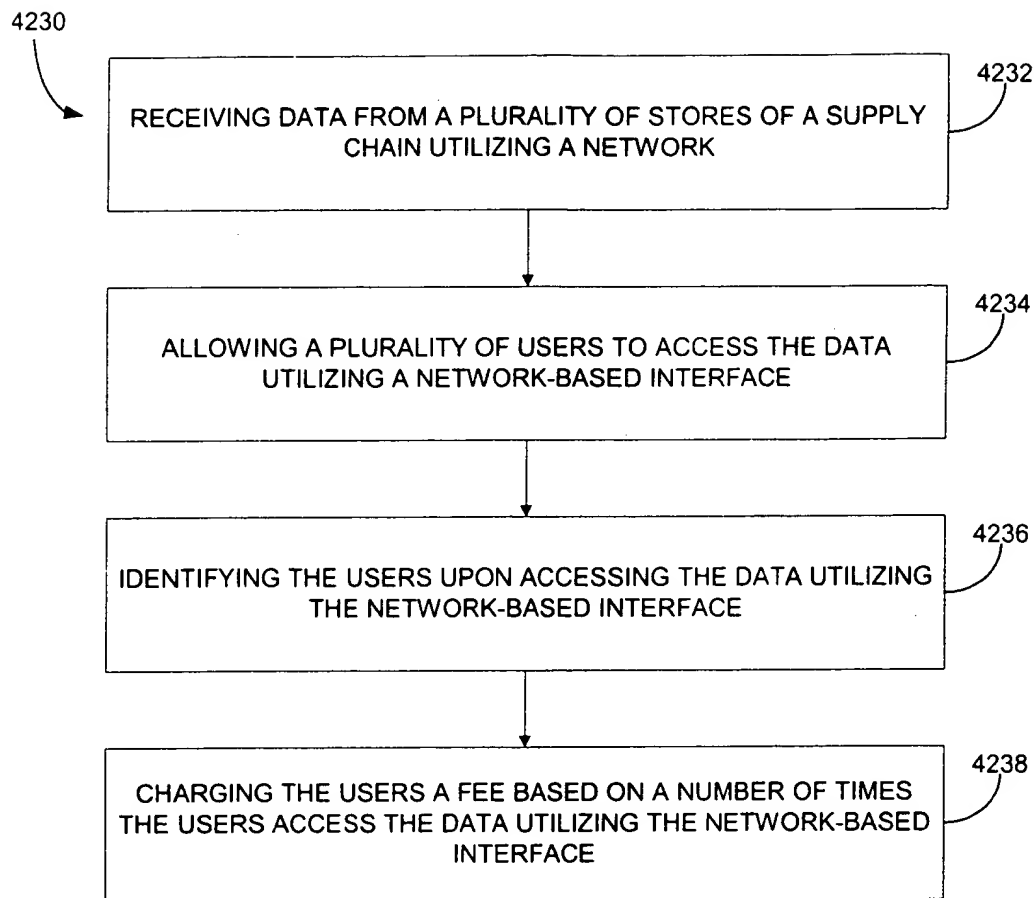


FIG. 42

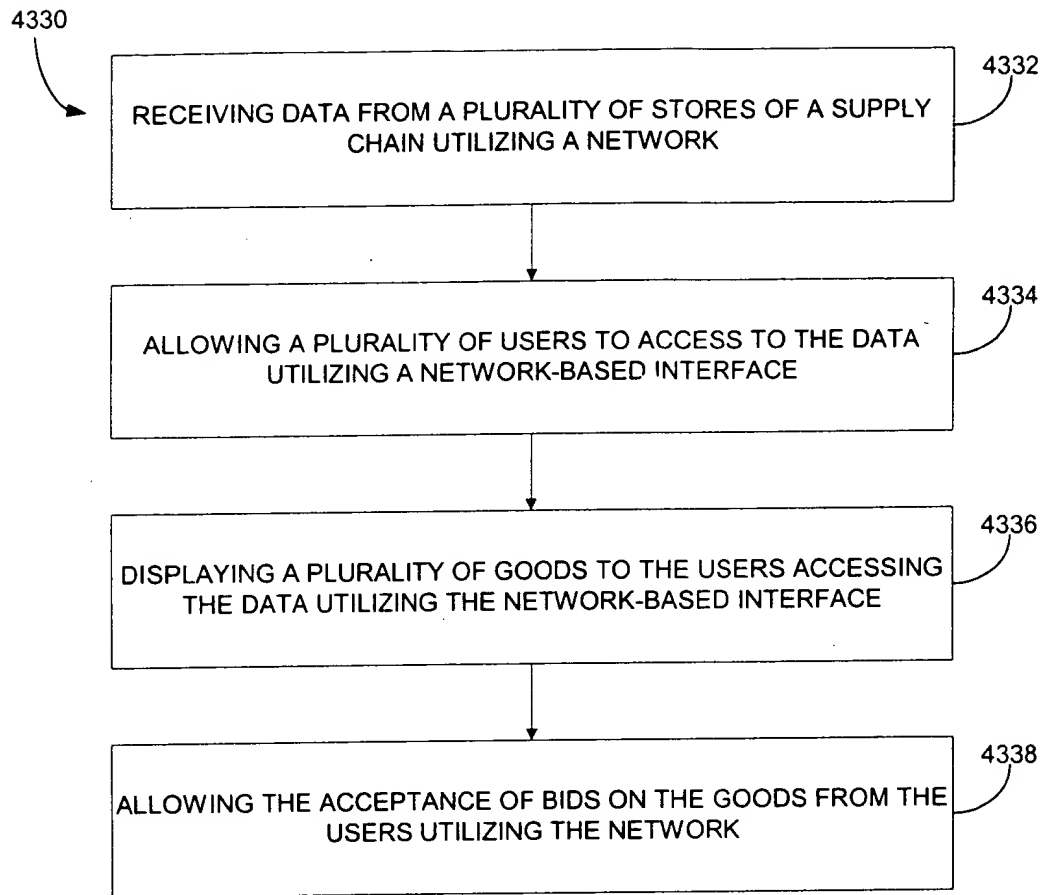


FIG. 43A

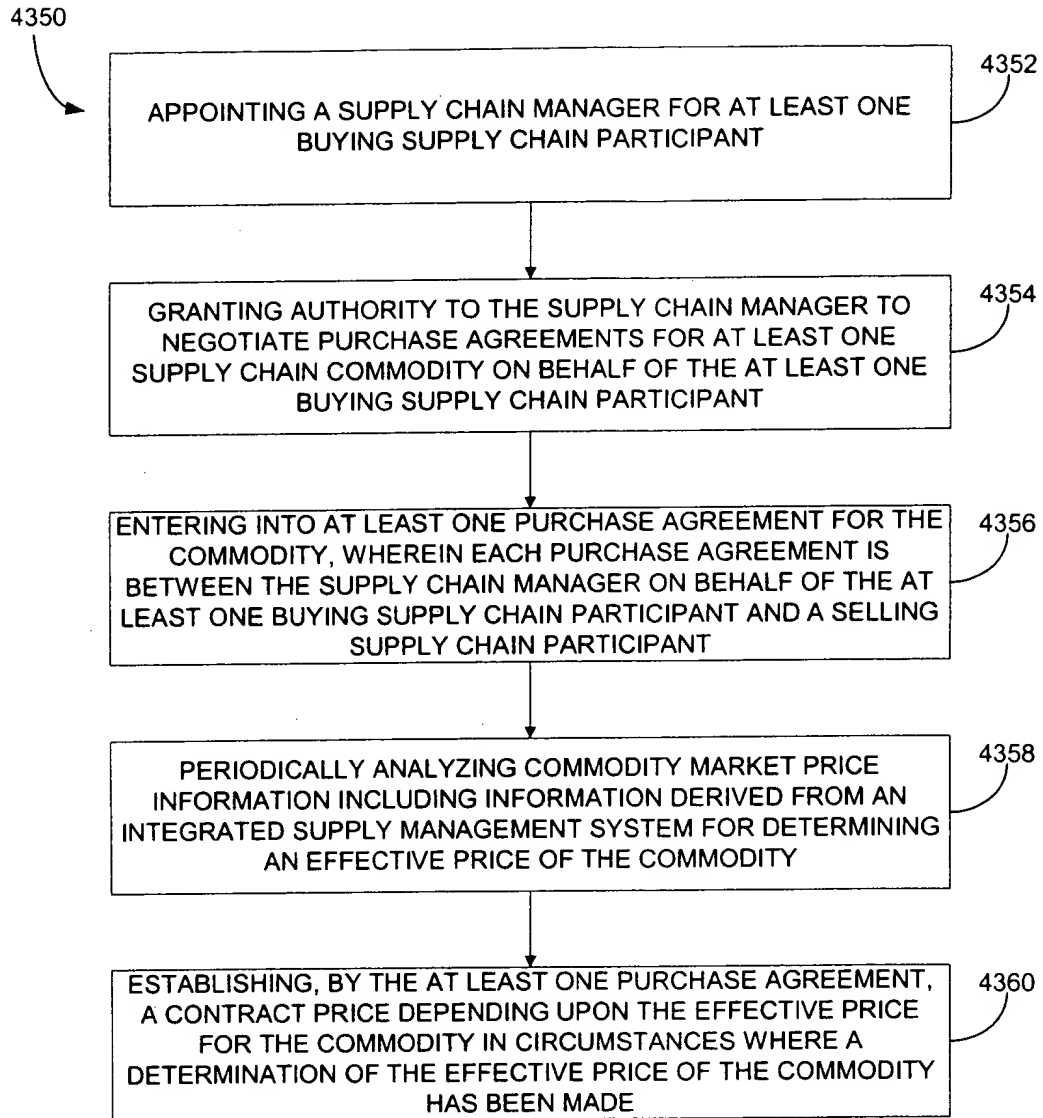


FIG. 43B

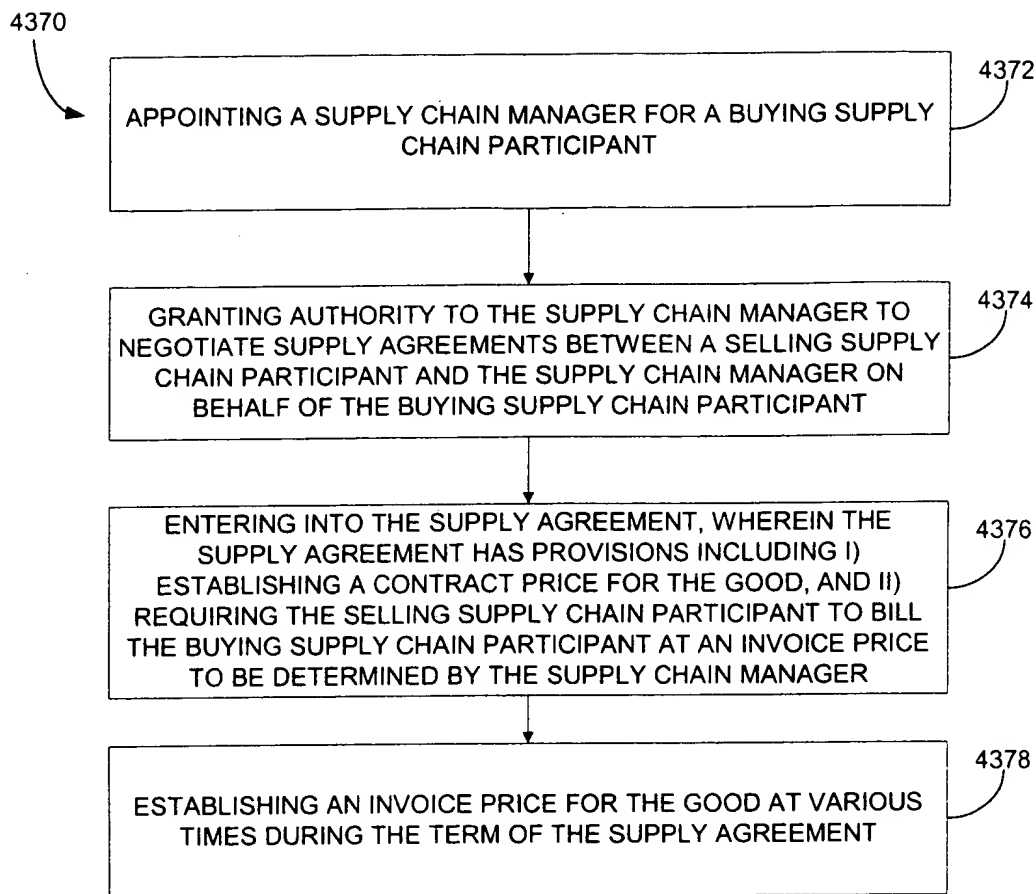


FIG. 43C

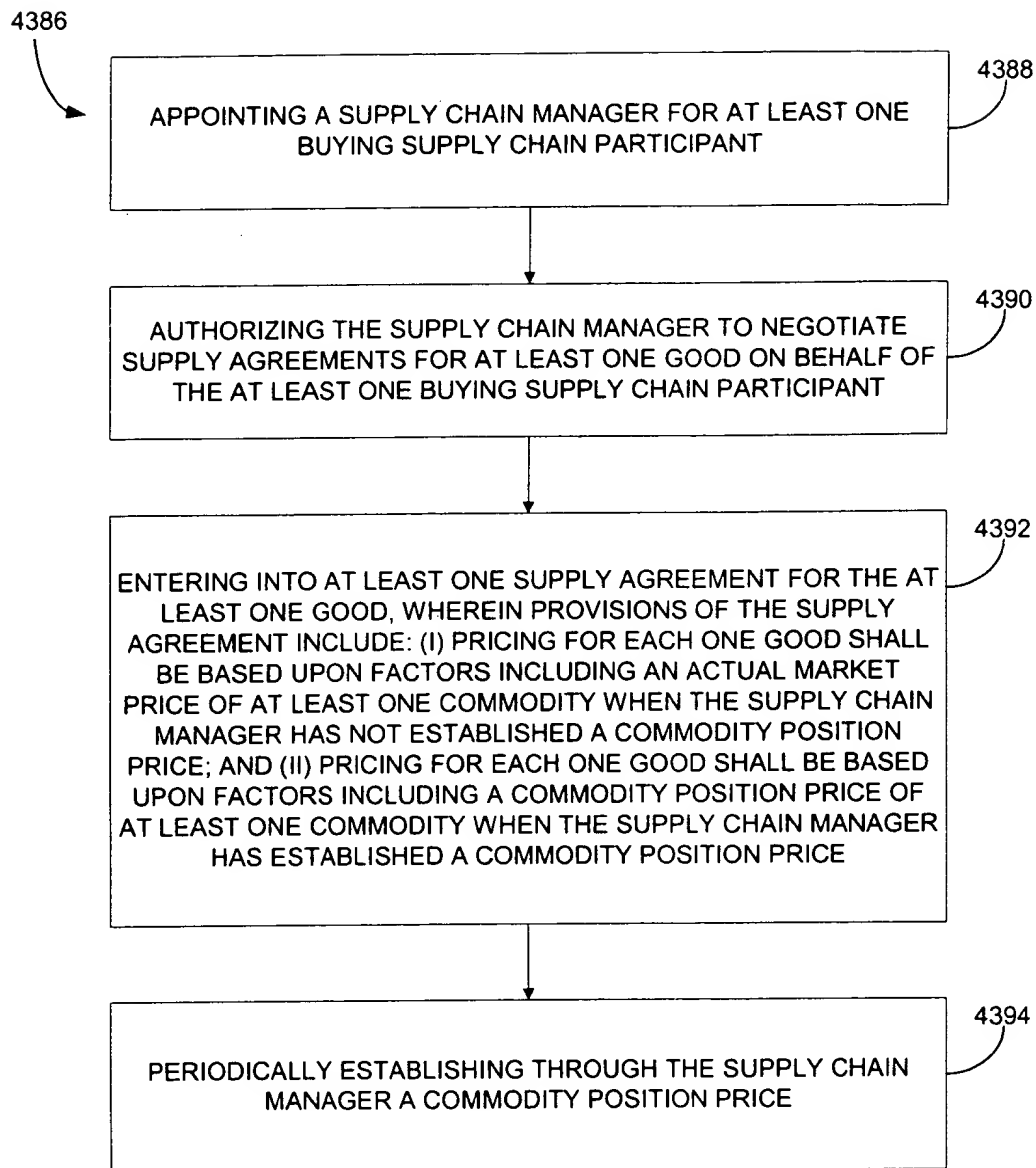


FIG. 43D

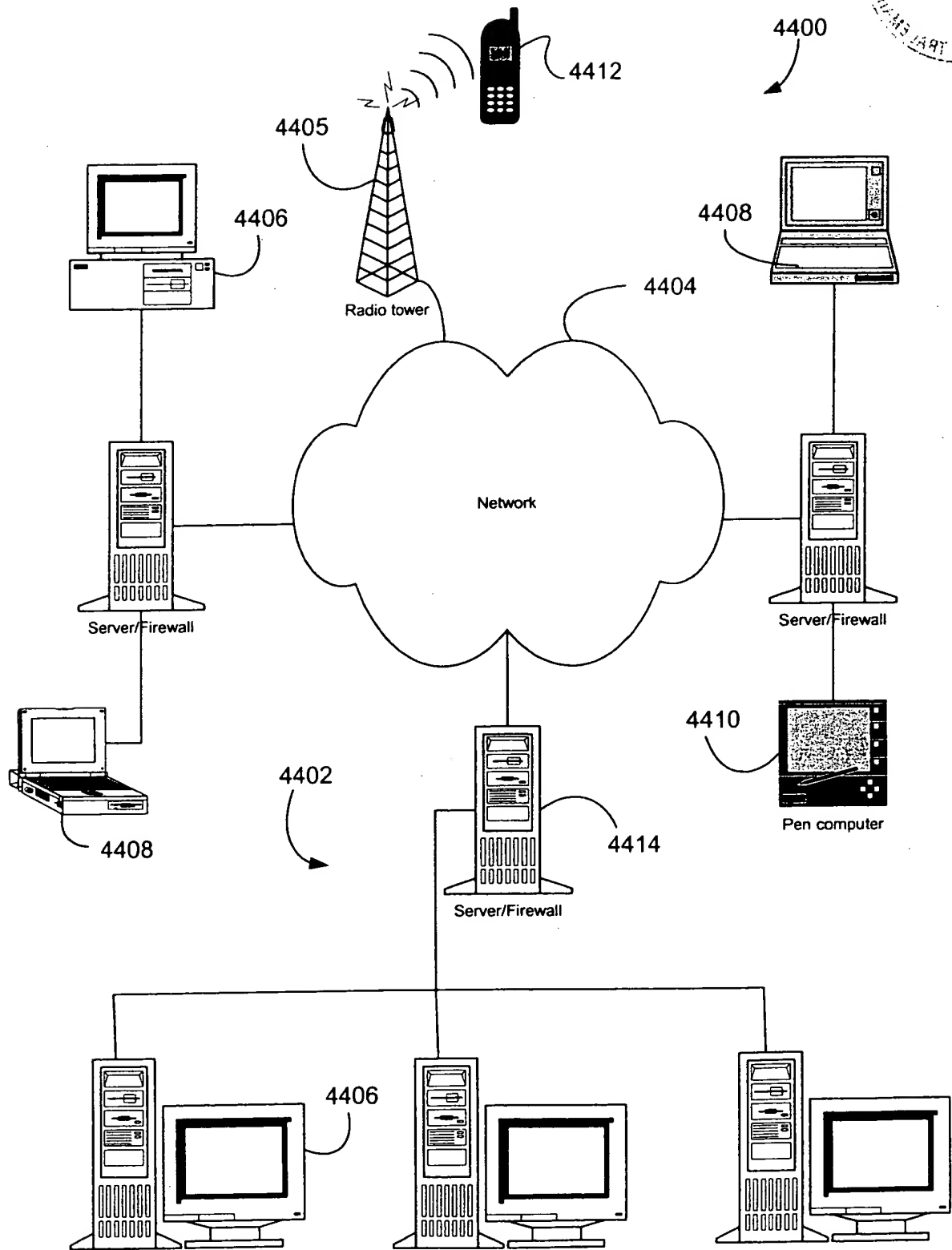


FIG. 44

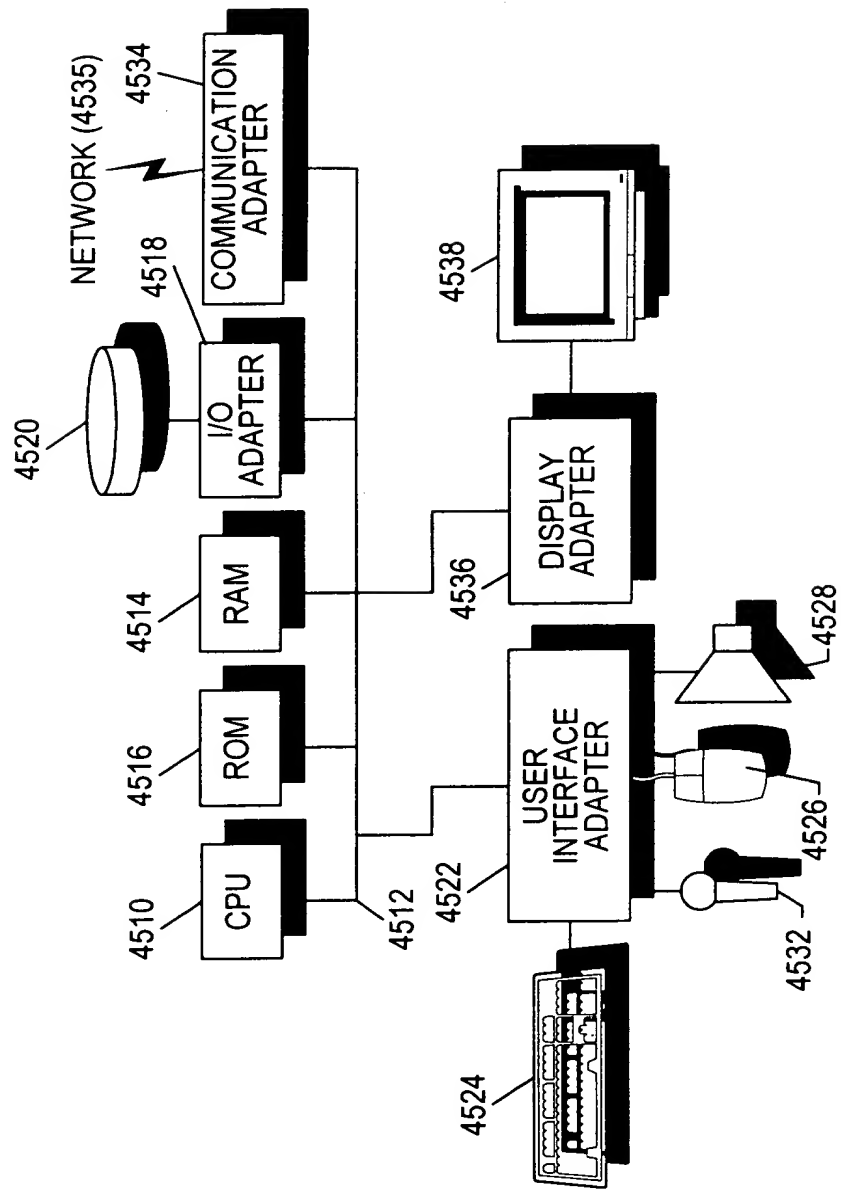


FIG. 45

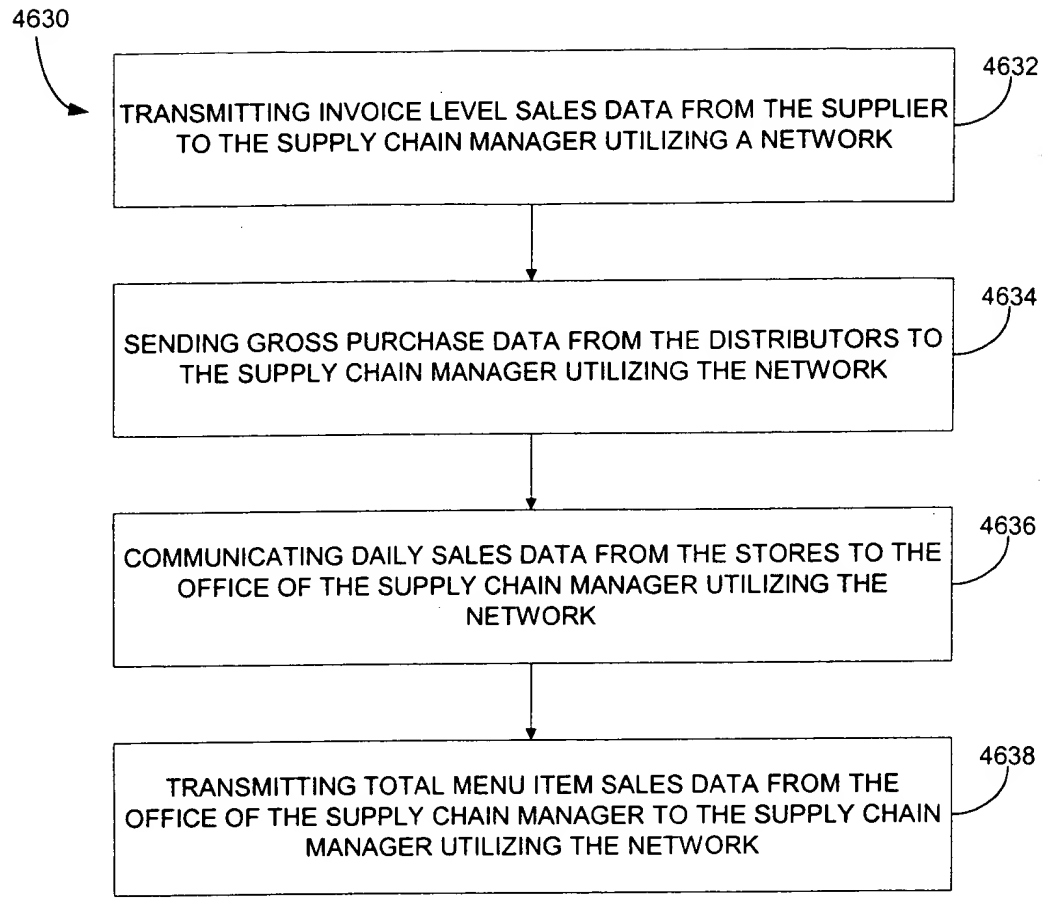
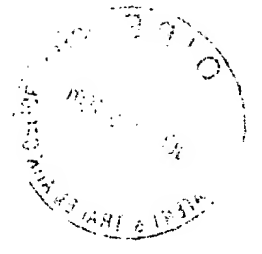


FIG. 46

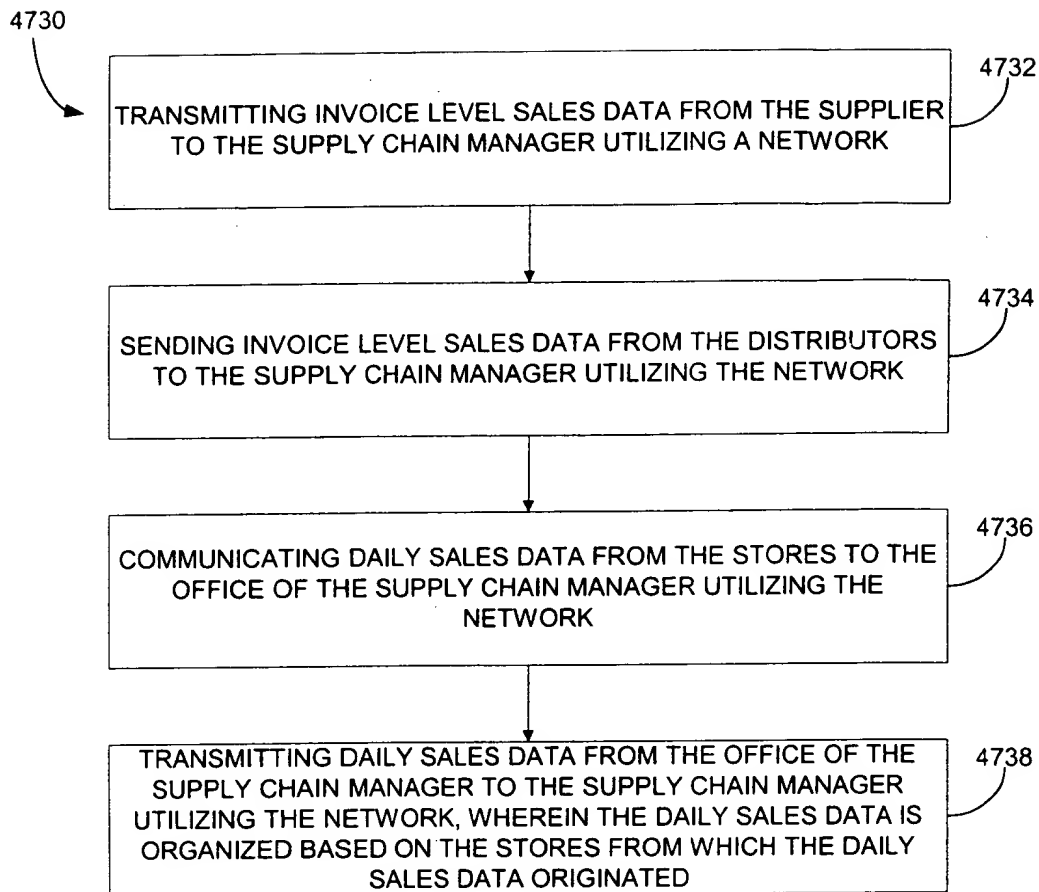


FIG. 47

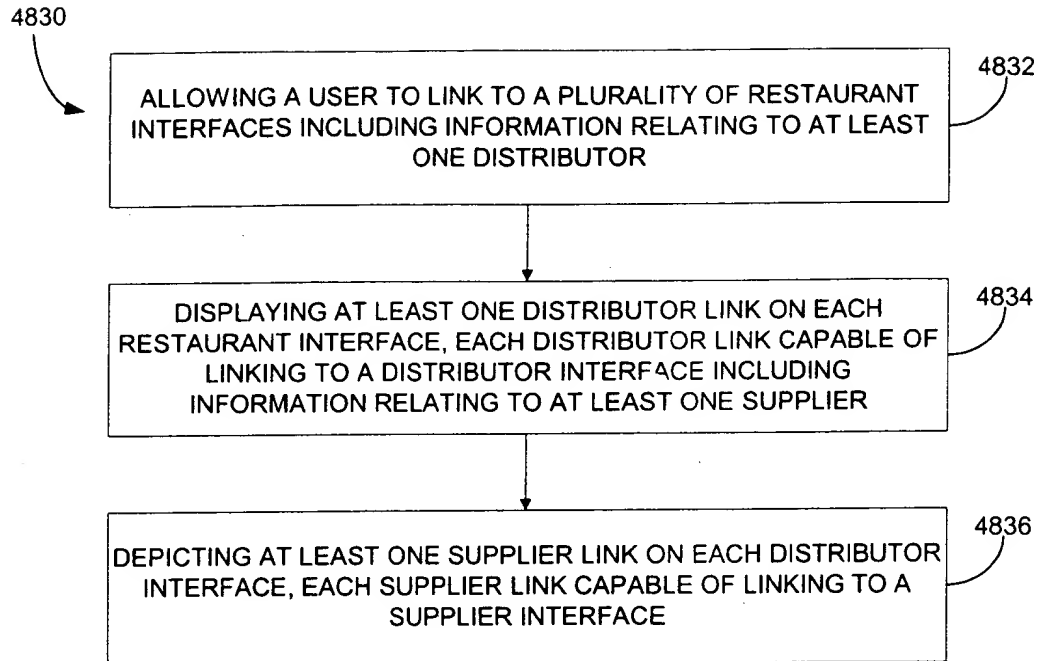


FIG. 48

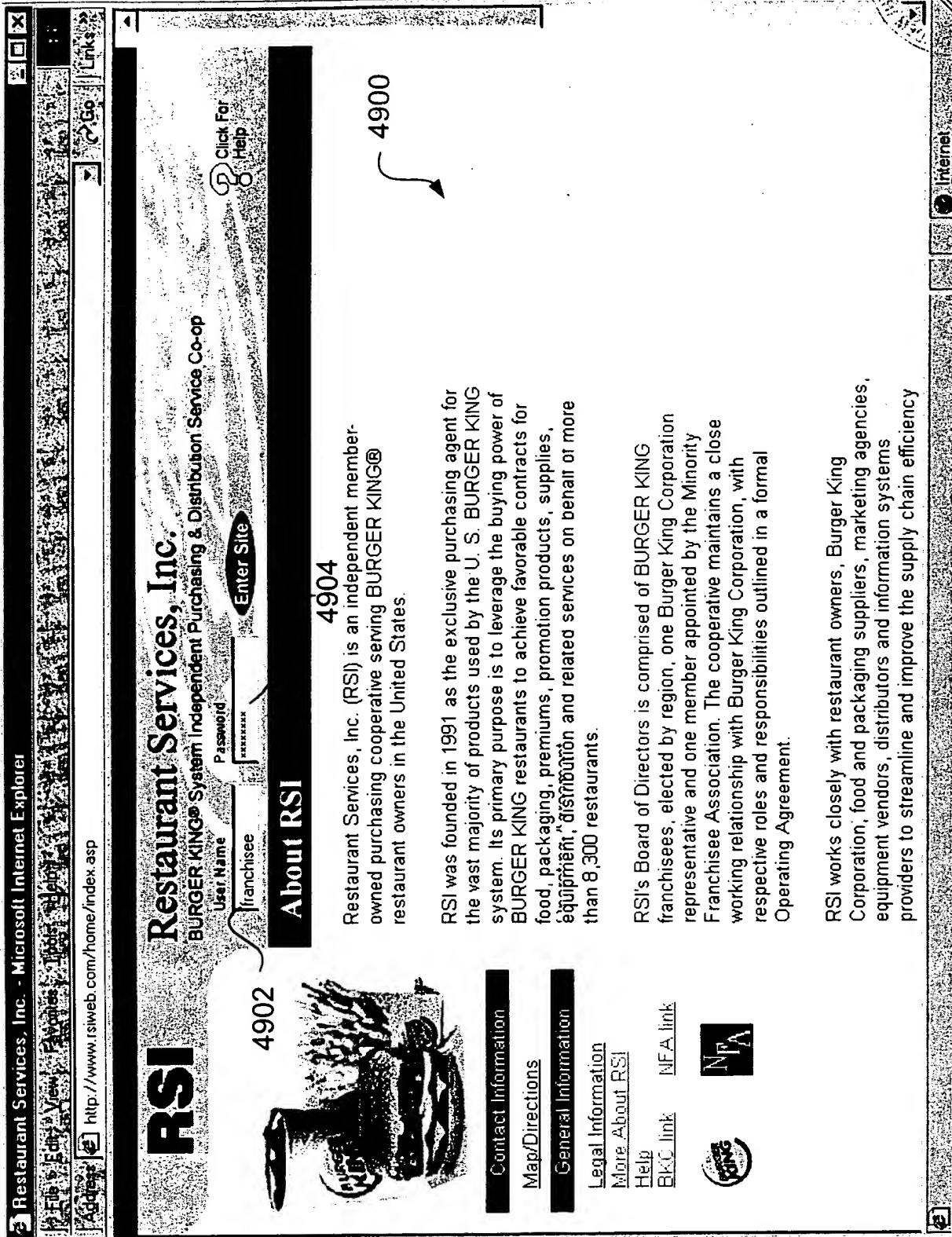


FIG. 49

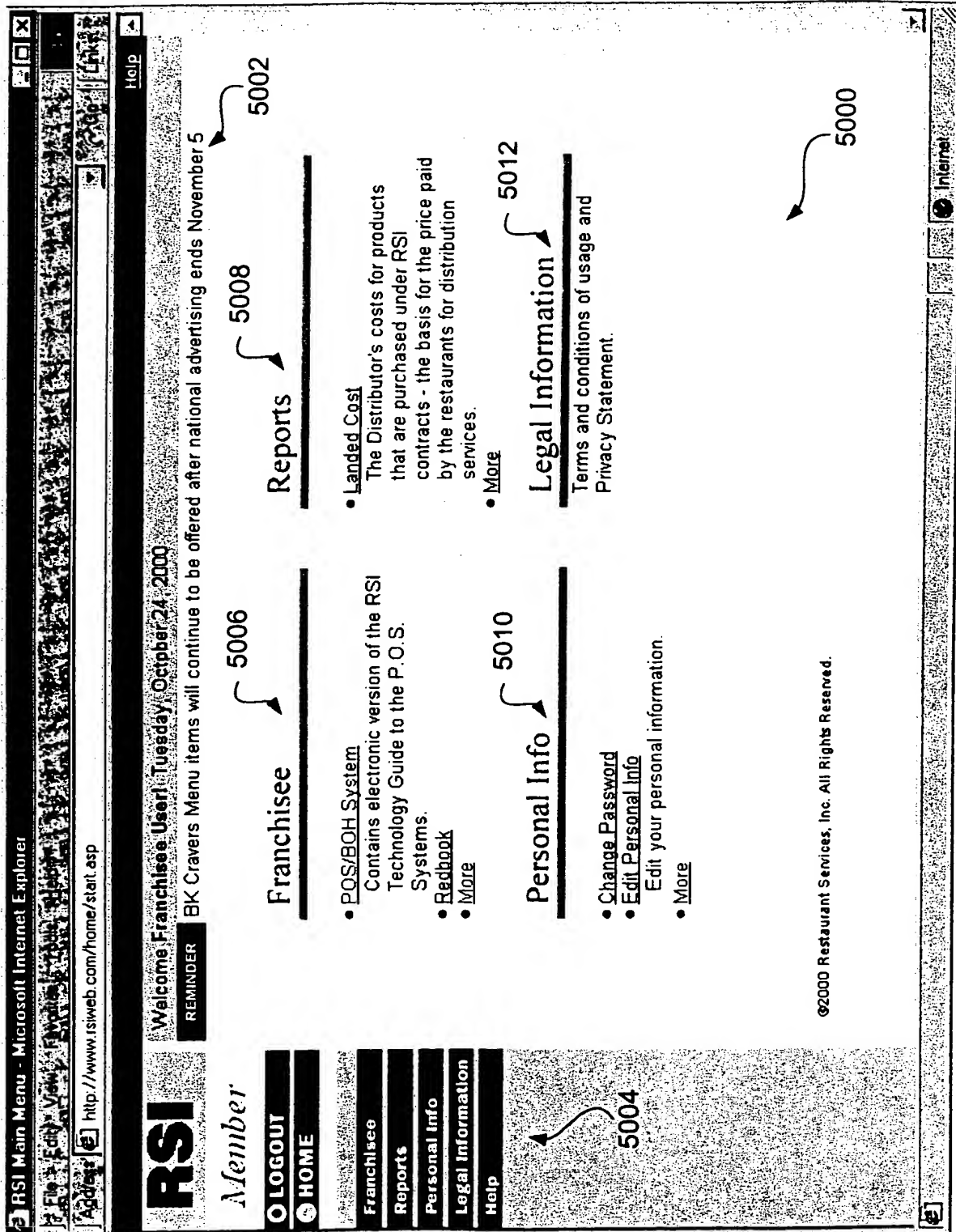


FIG. 50

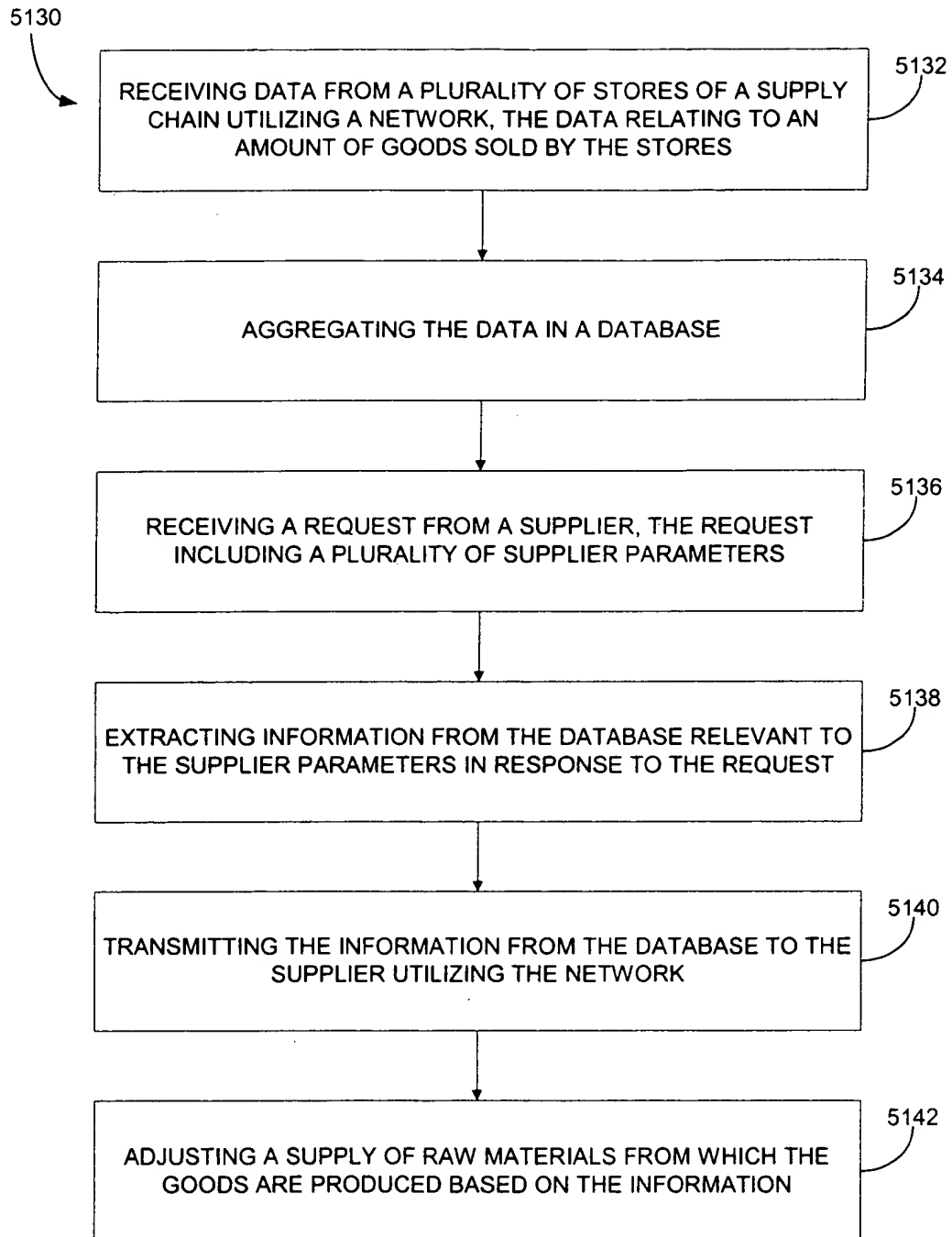


FIG. 51

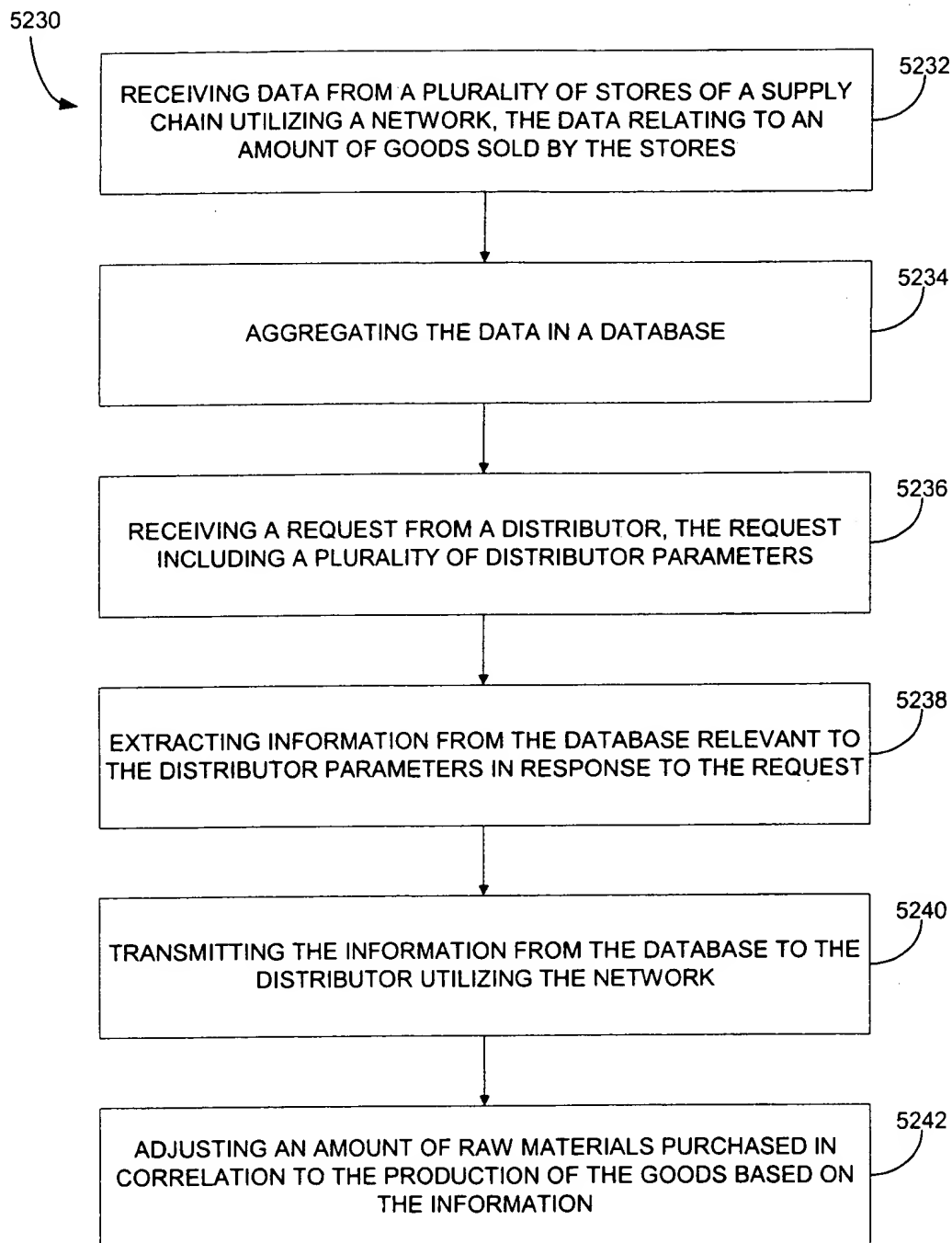
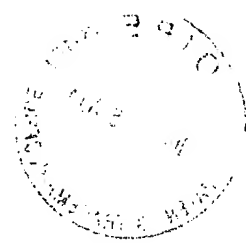


FIG. 52

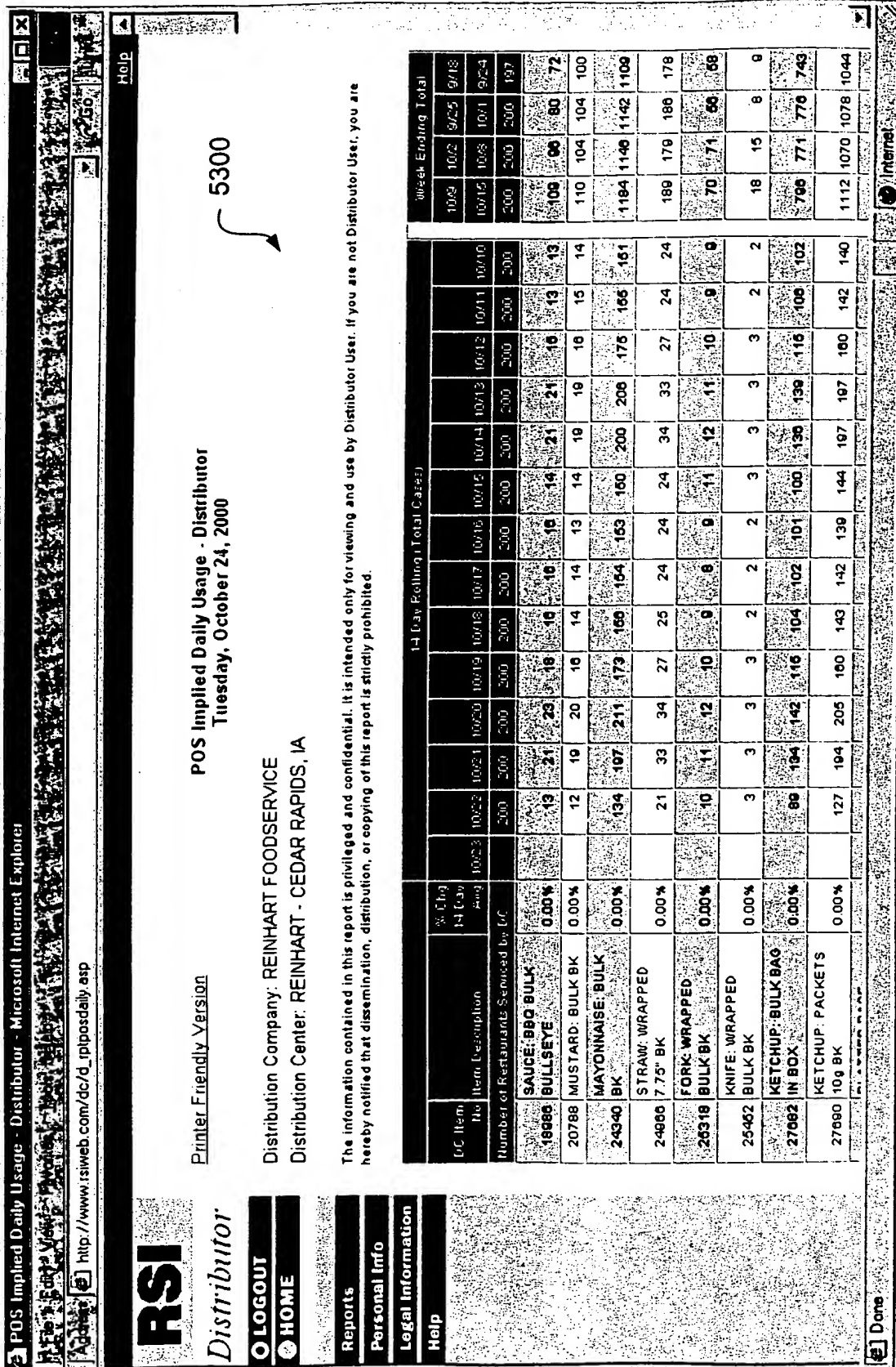


FIG. 53

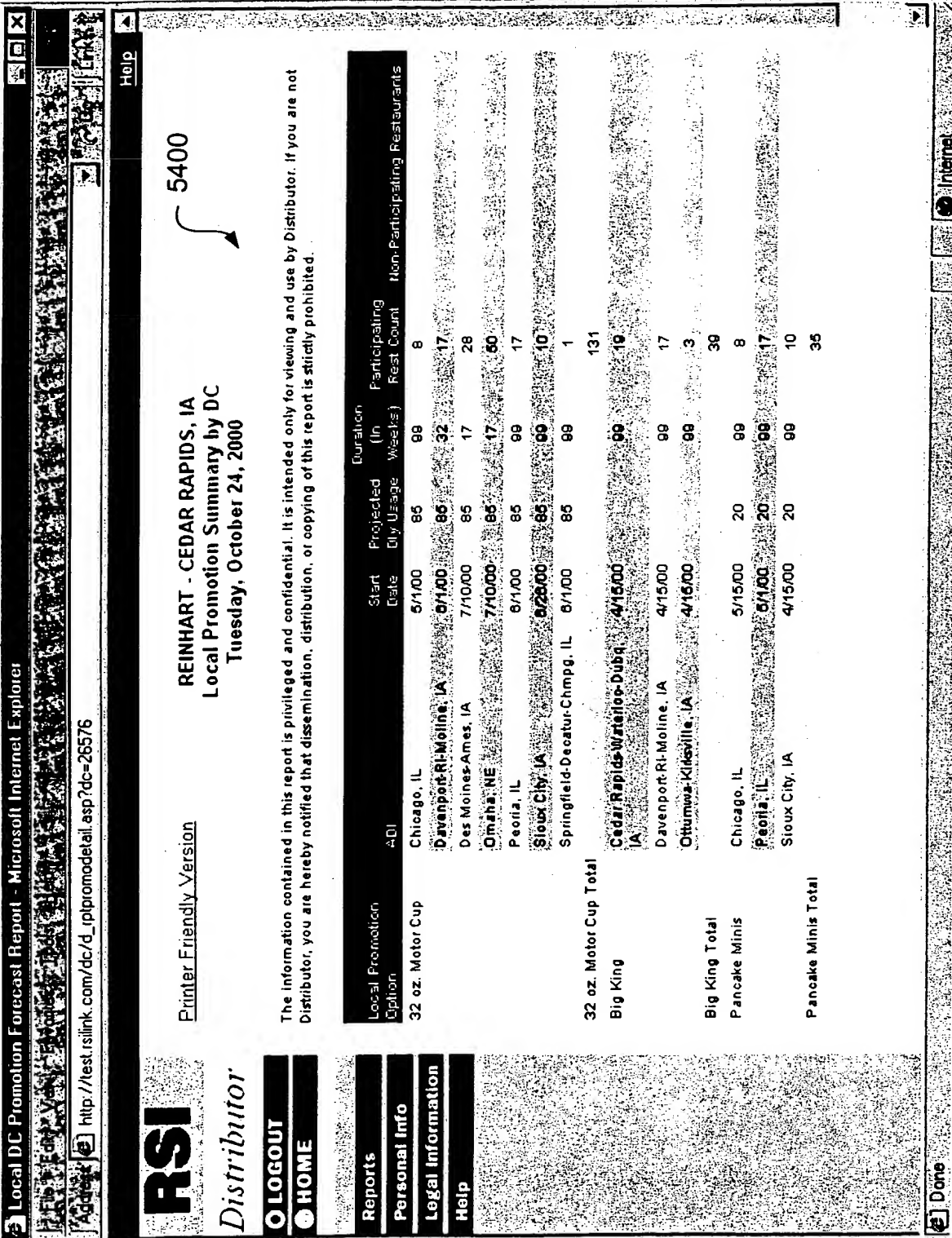


FIG. 54



Member

LOGOUT

HOME

Franchisee

Reports

Personal Info

Legal Information

Help

Landed Cost Report

5600

Restaurant Number: 0003473 Date: 10/22/00

Retrieve

Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris
Contact Number: 305-529-3409

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4436	REGISTER TAPE THERMAL 2 28" X 105"	\$21.27	\$1.57	\$22.84
12880	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18086	369	SAUCE-BULK-KRAFTBULL'S EYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	87	MUSTARD-BULK-30AL	\$8.45	\$1.57	\$10.02
20840	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	88	SAUCE-BULK-MAYONNAISE	\$7.81	\$1.57	\$9.38
24600	4270	WATER-ICE MOUNTAIN 5L	\$8.41	\$1.57	\$9.98

Done

FIG. 56



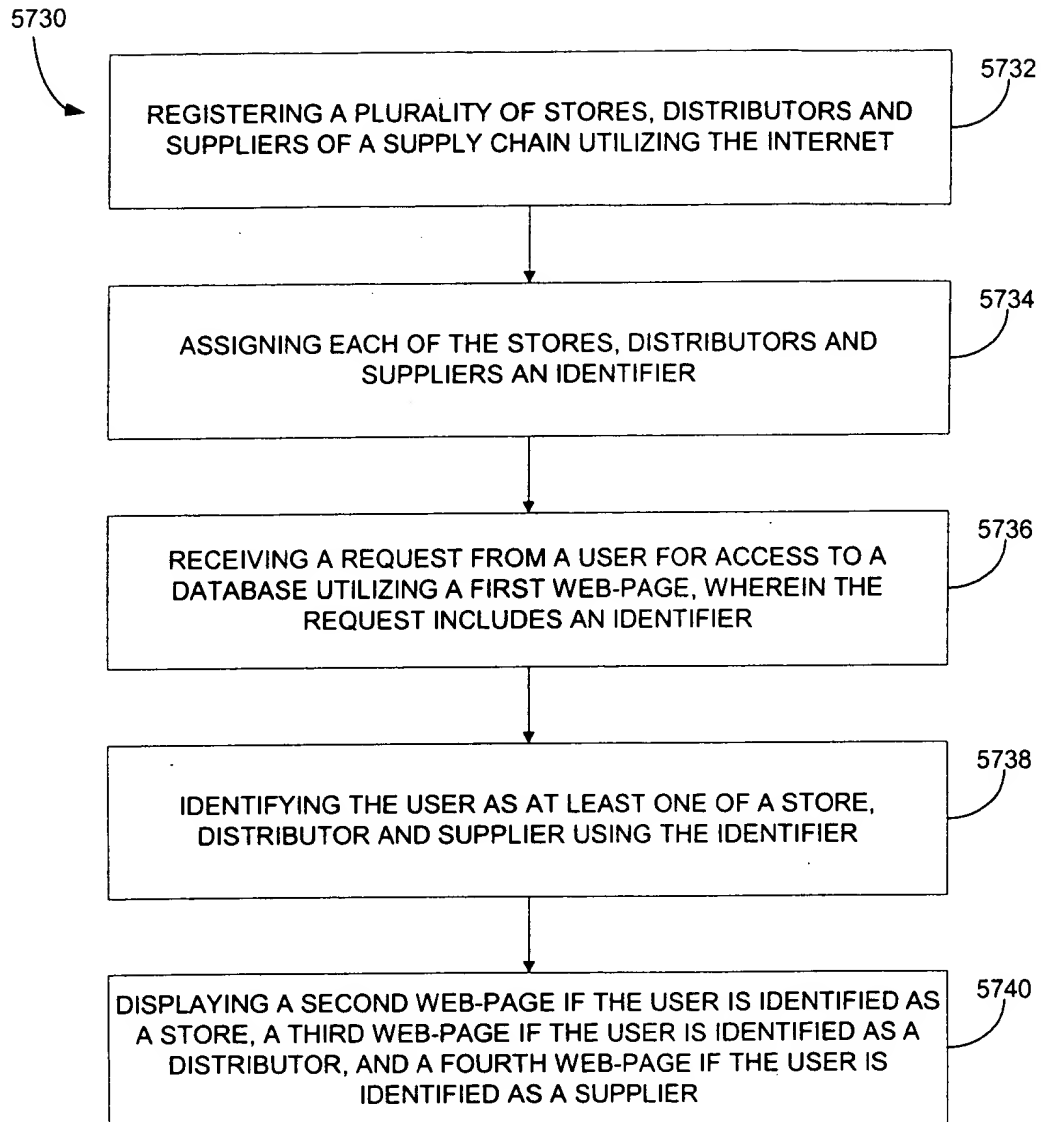


FIG. 57

5804

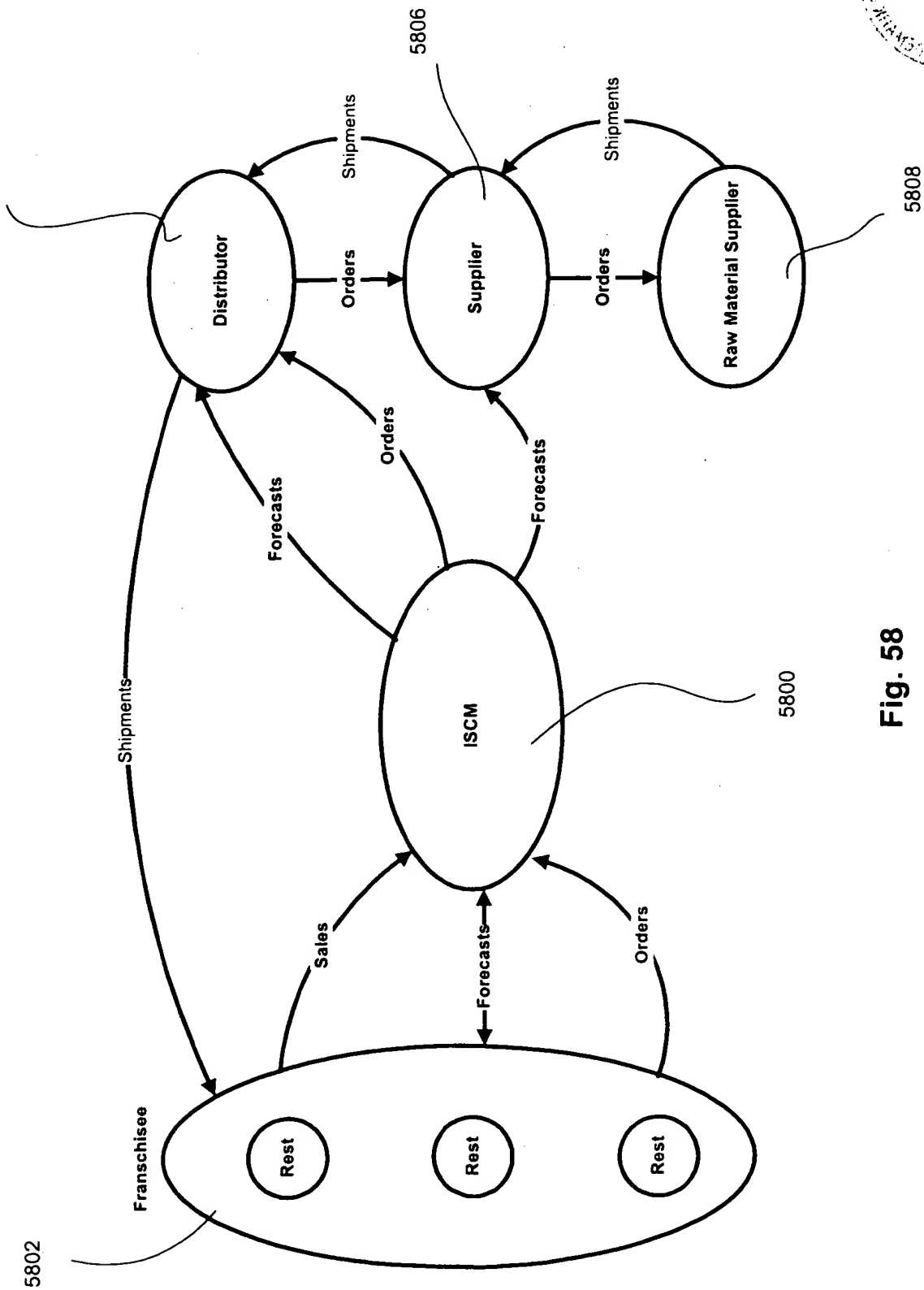


Fig. 58



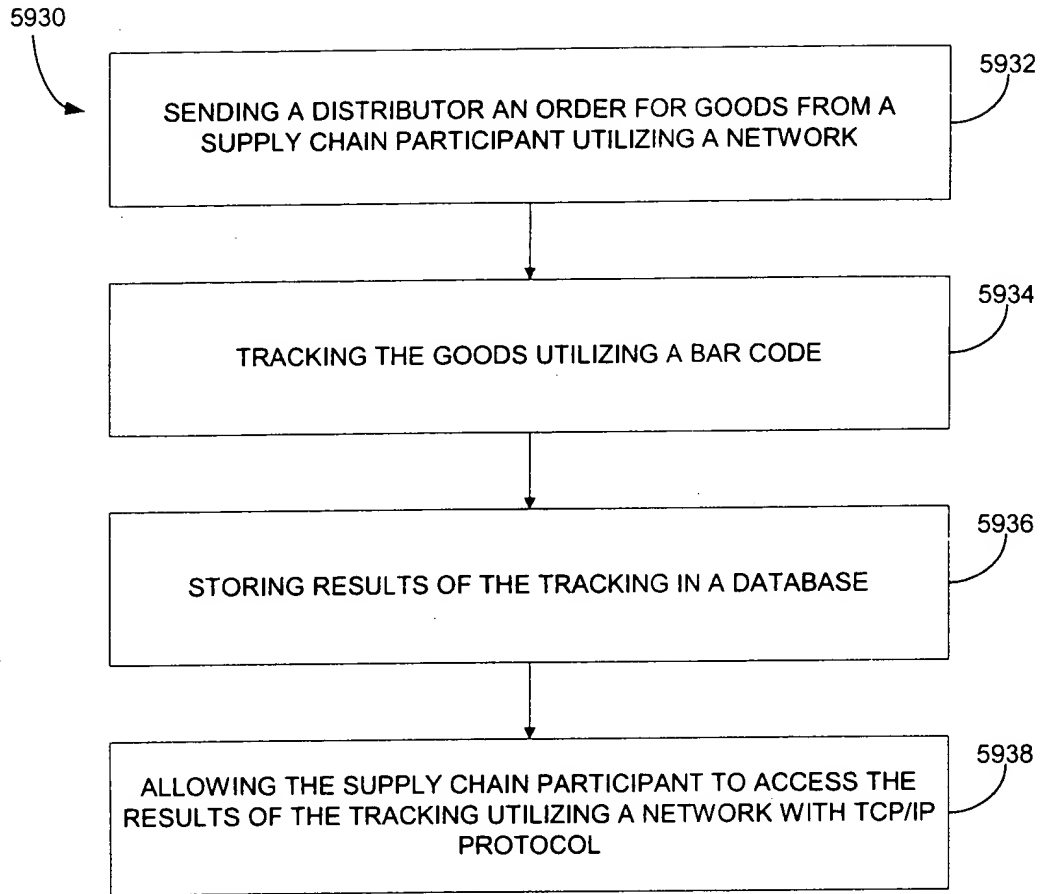


FIG. 59

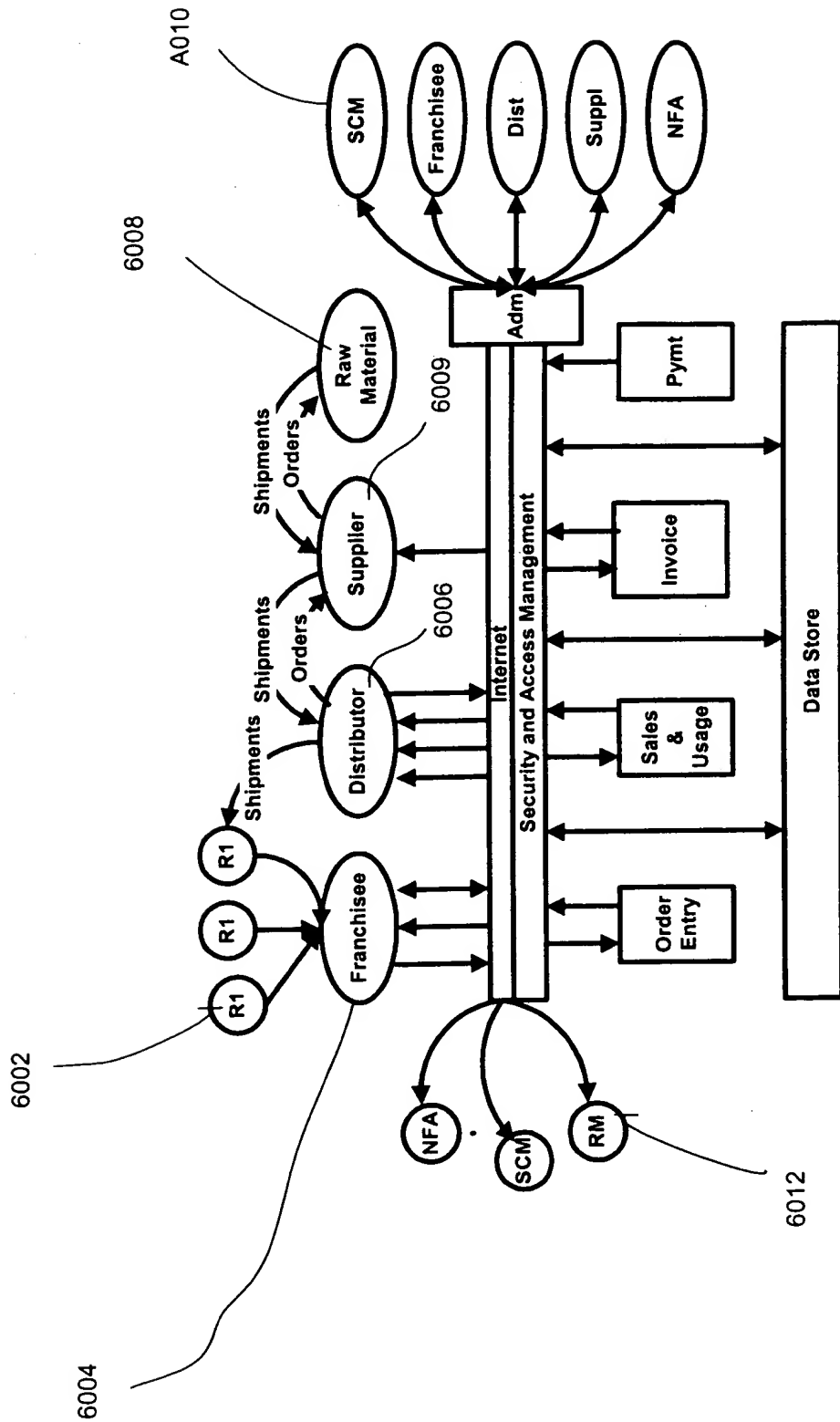


Fig. 60



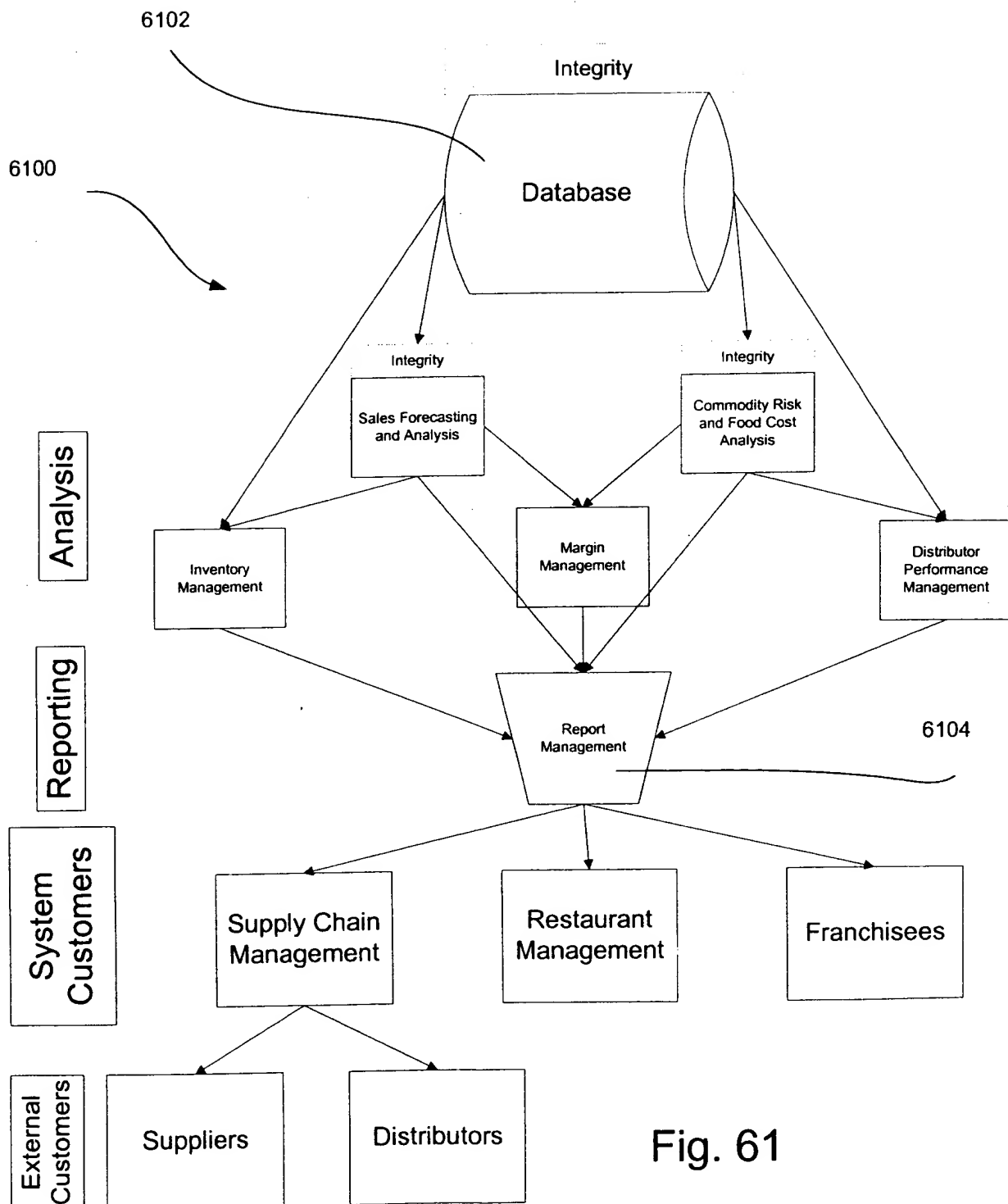


Fig. 61

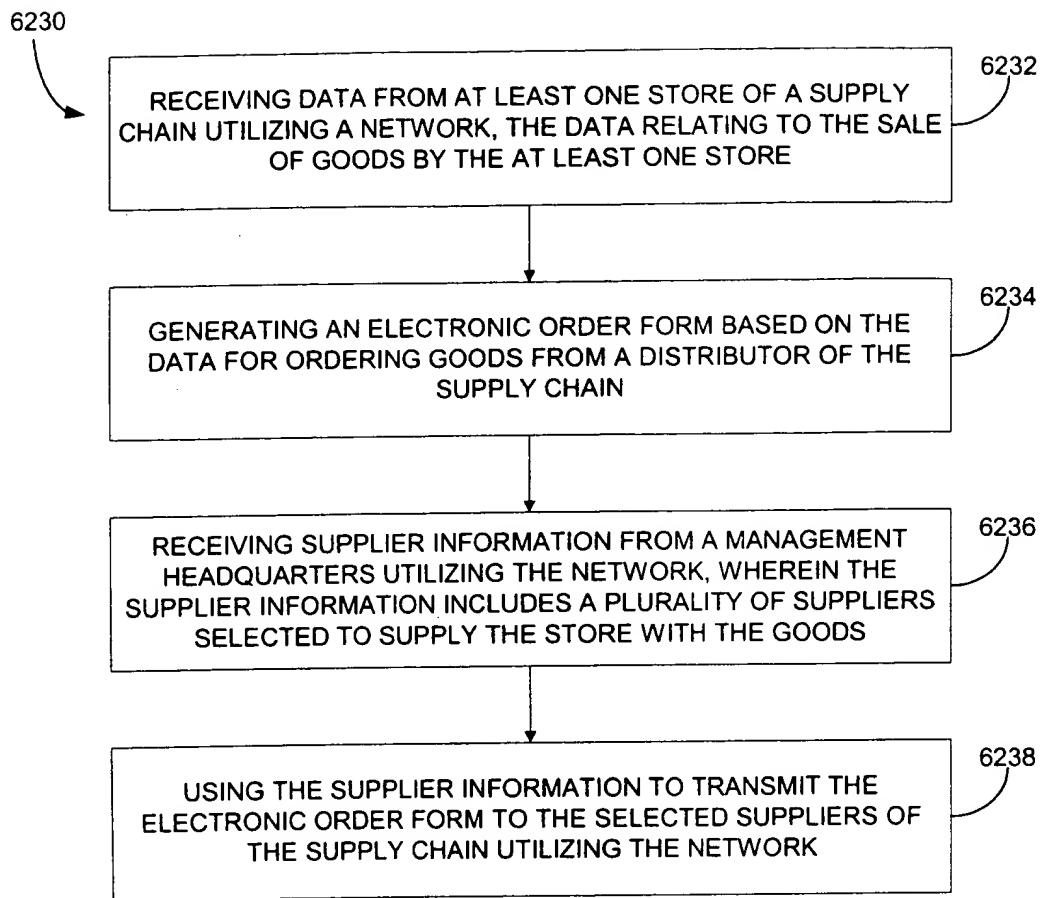


FIG. 62

FIG. 63 is a block diagram of a system for managing a restaurant chain. The system includes a central processing unit (CPU) connected to a database and a network. The CPU is connected to a server and a client. The server is connected to a database and a network. The client is connected to a network and a user interface. The system is designed to manage a restaurant chain, including tasks such as scheduling, inventory management, and customer service.

6300

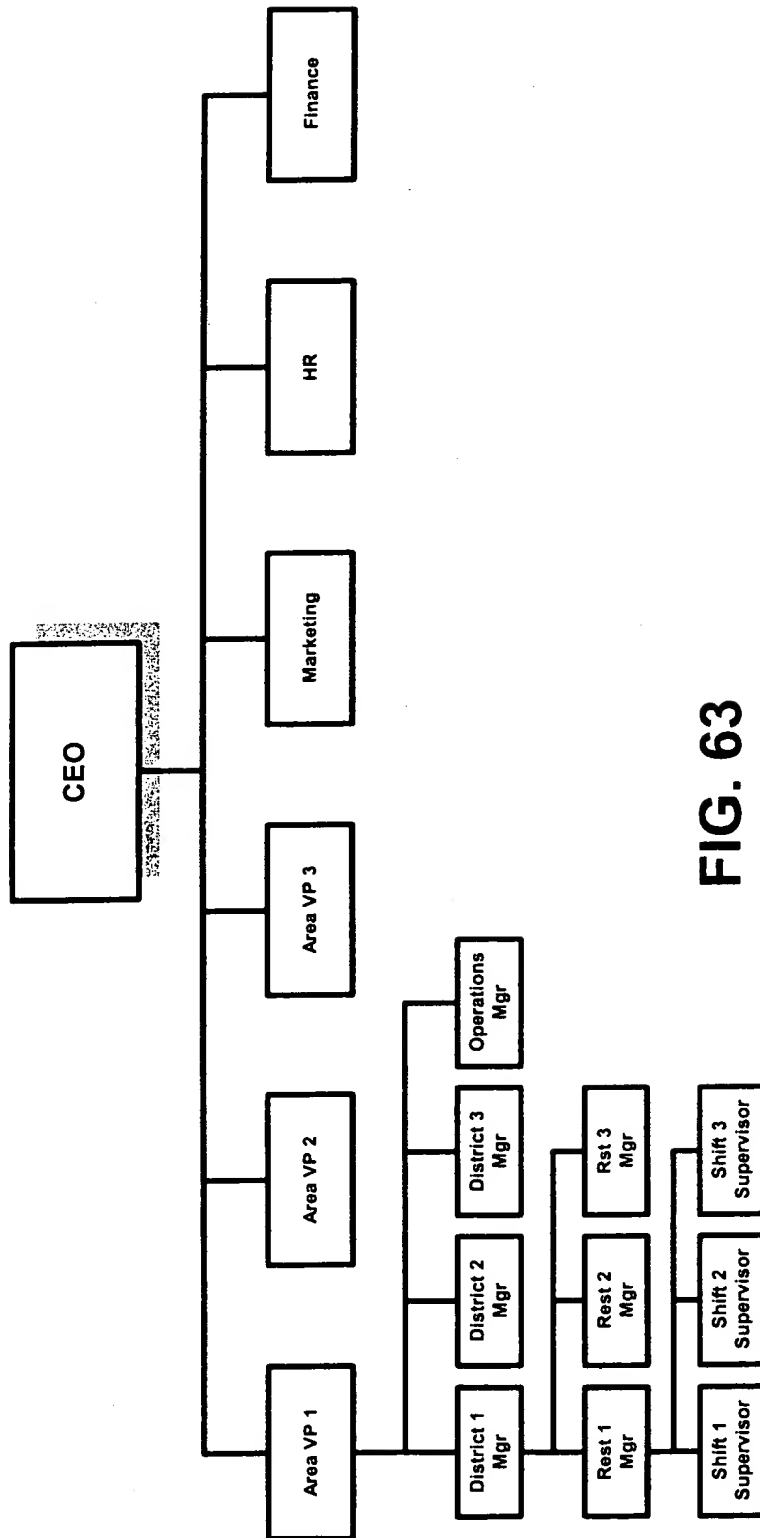


FIG. 63



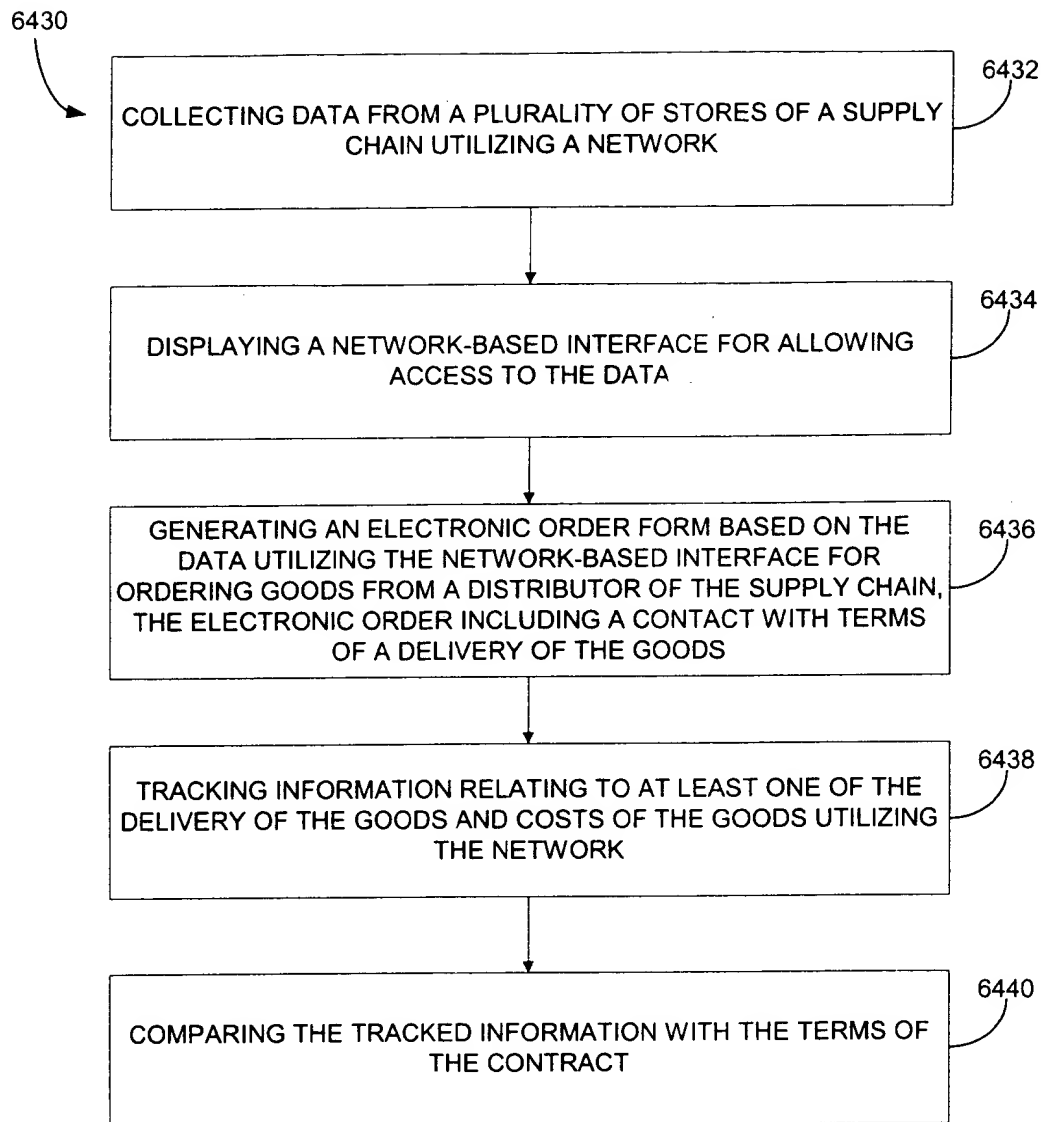


FIG. 64

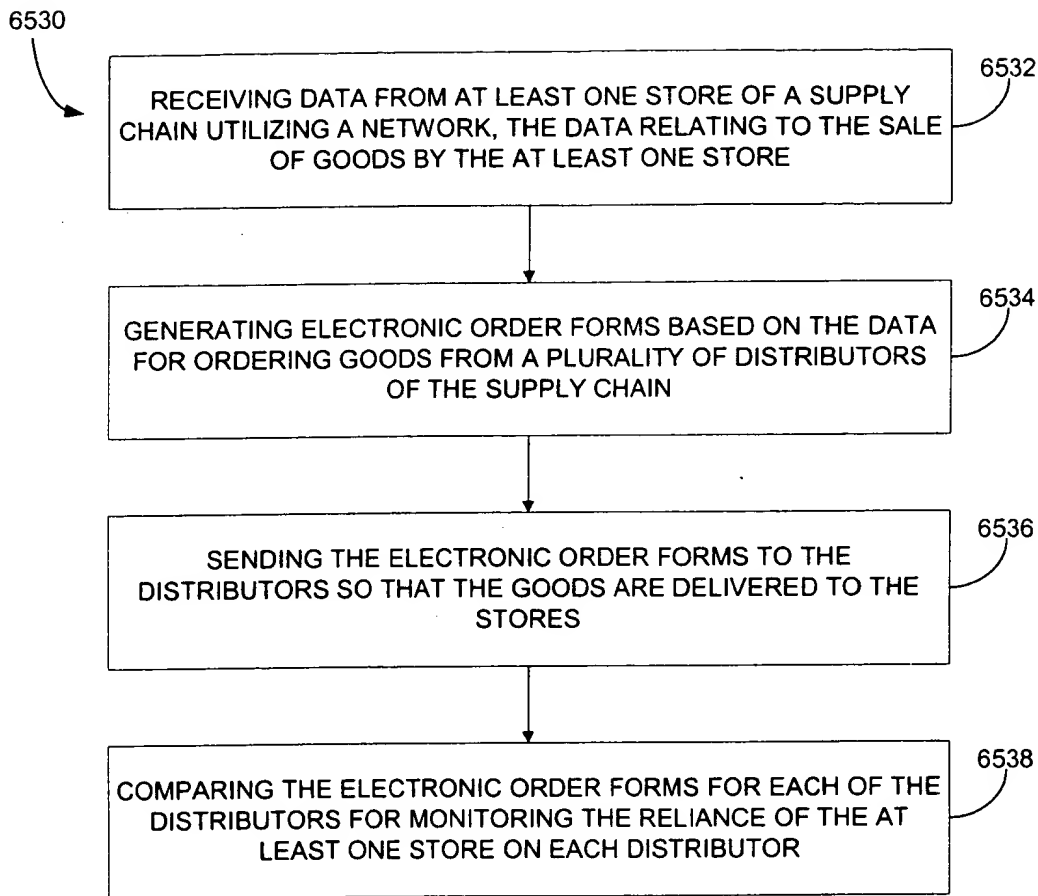
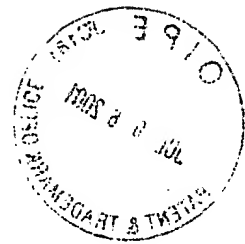


FIG. 65

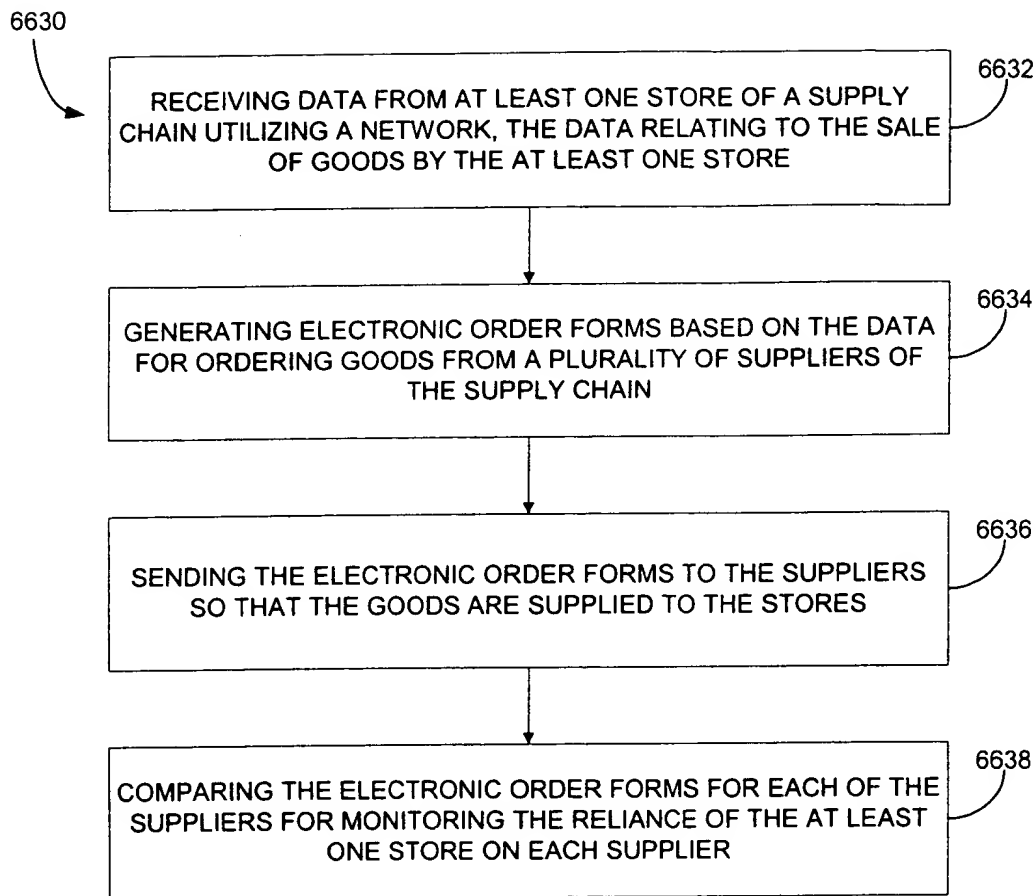


FIG. 66

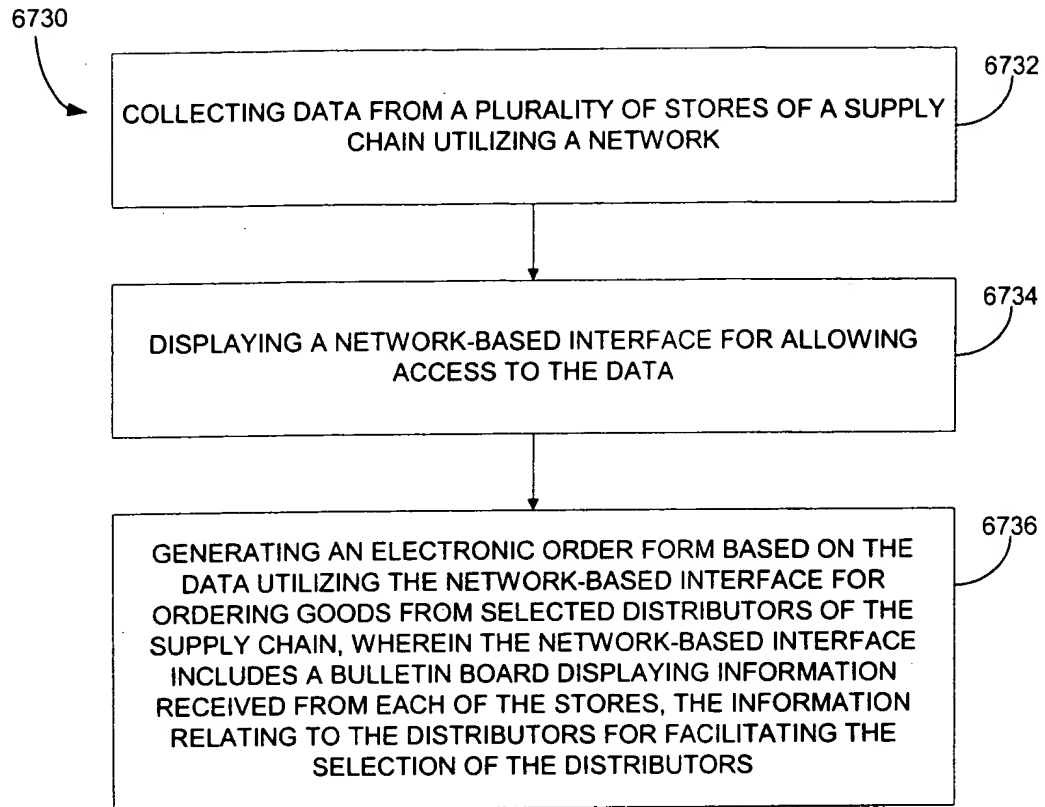


FIG. 67

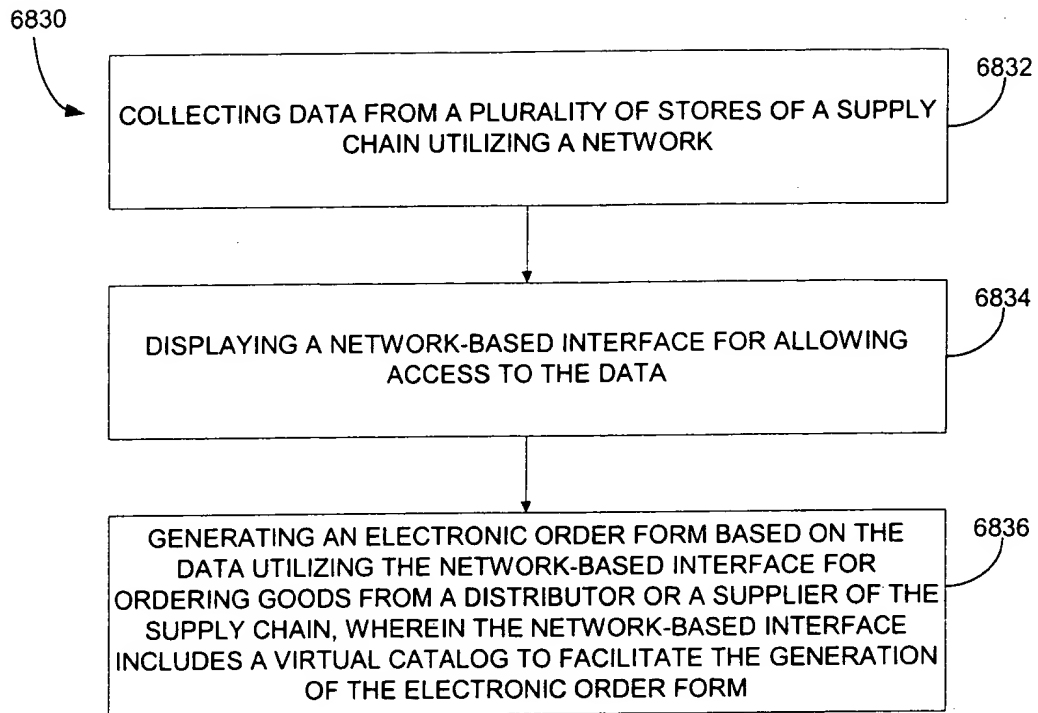


FIG. 68

FIG. 69 is a flowchart illustrating a process for determining high level functional requirements.

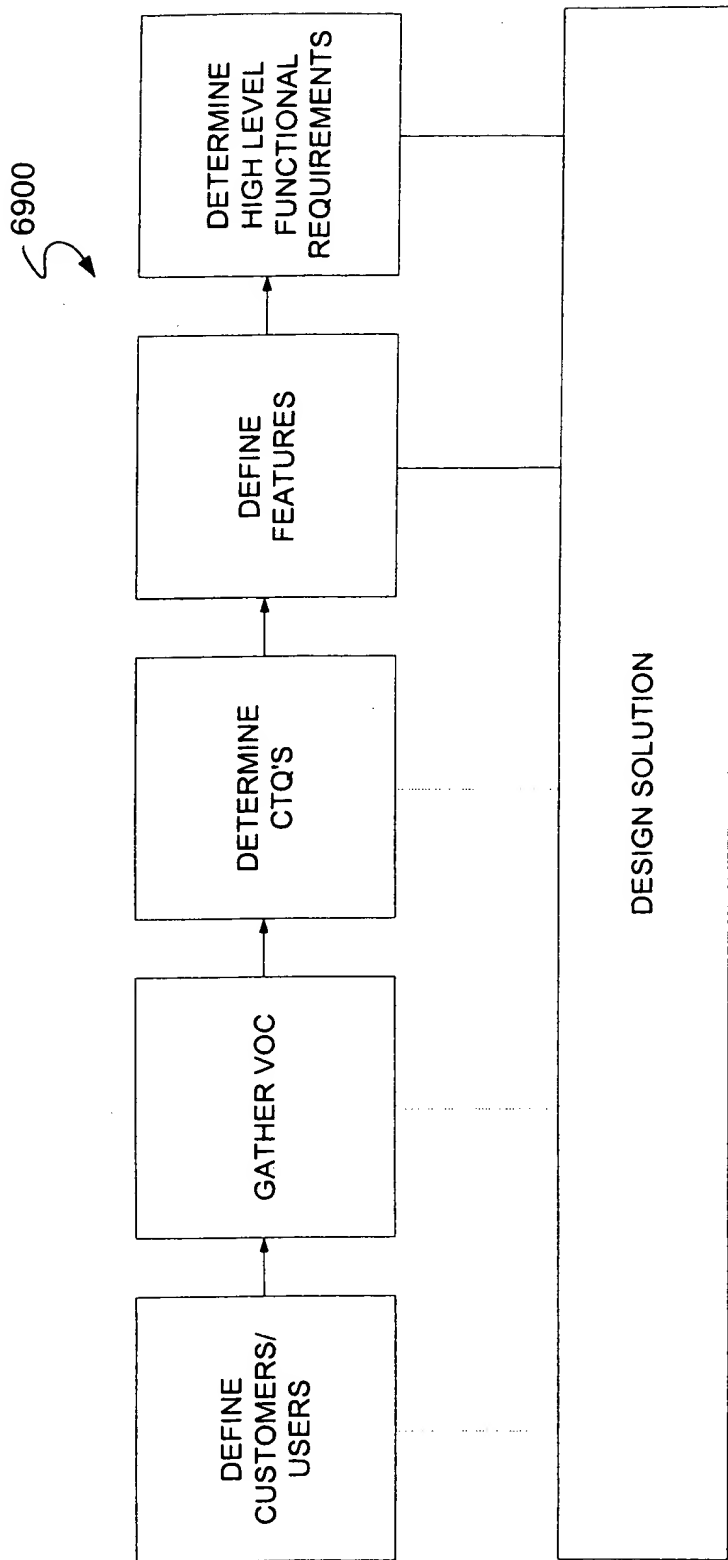


FIG. 69



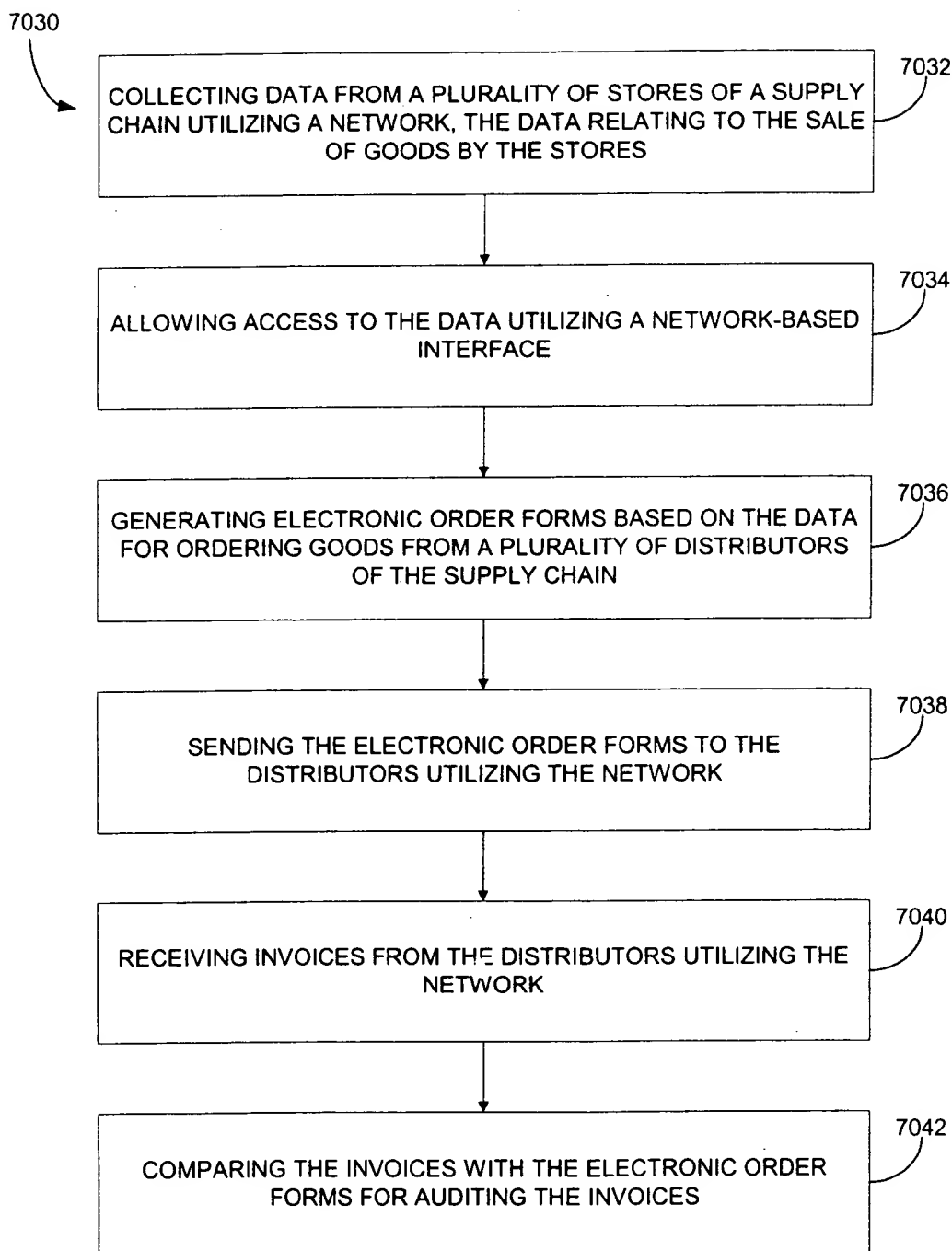


FIG. 70

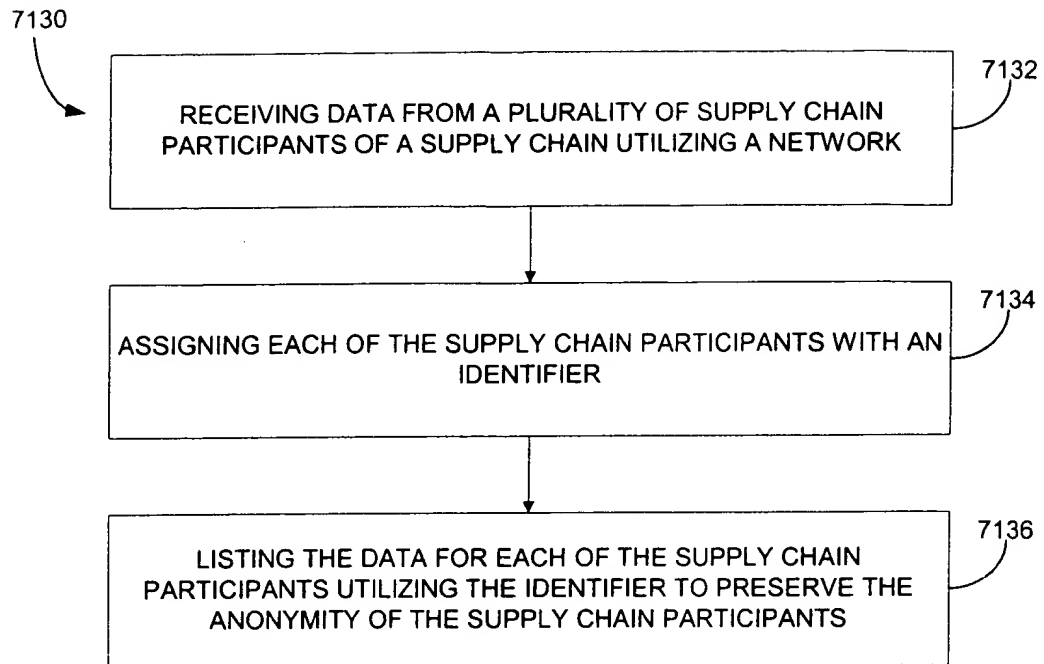


FIG. 71

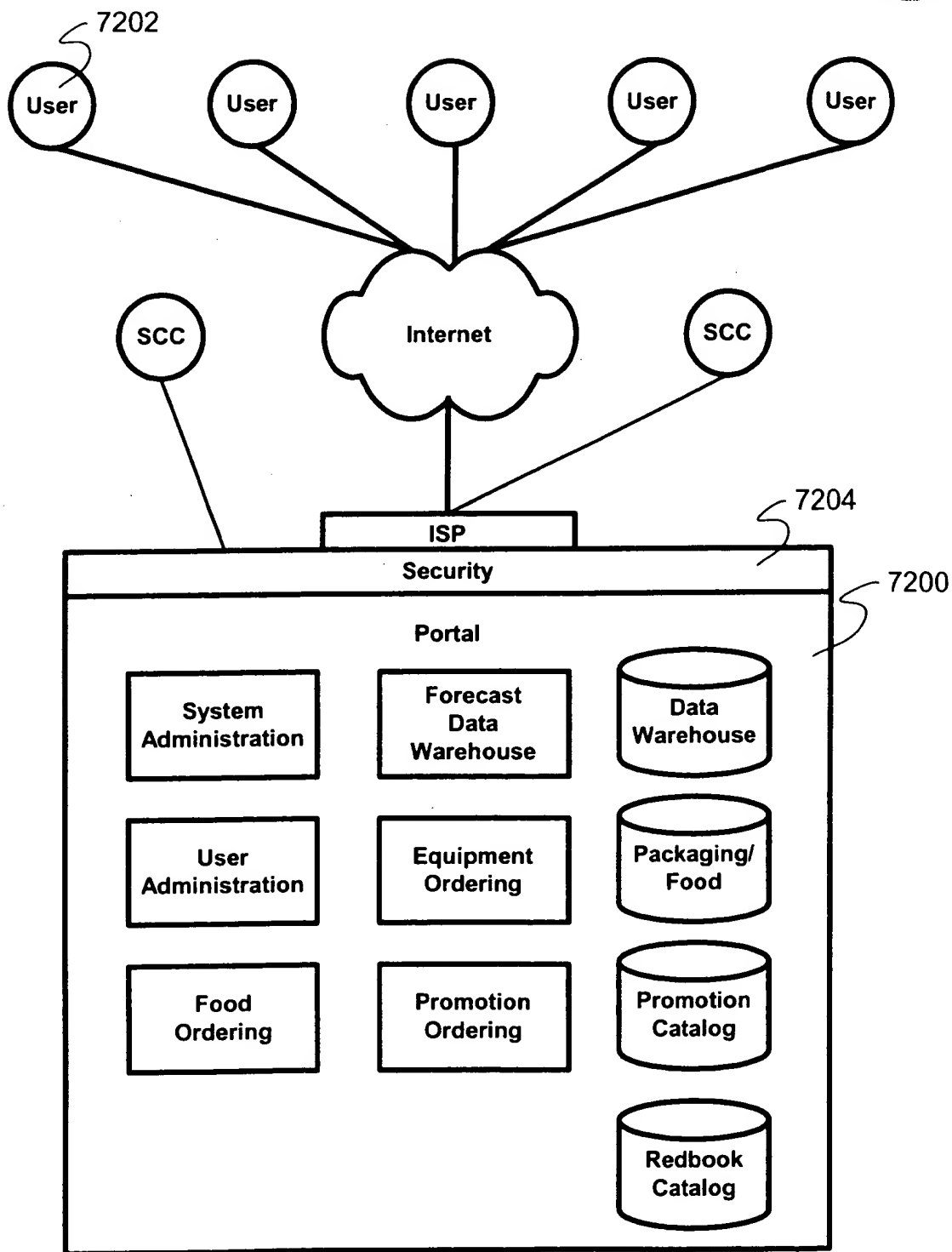


FIG. 72

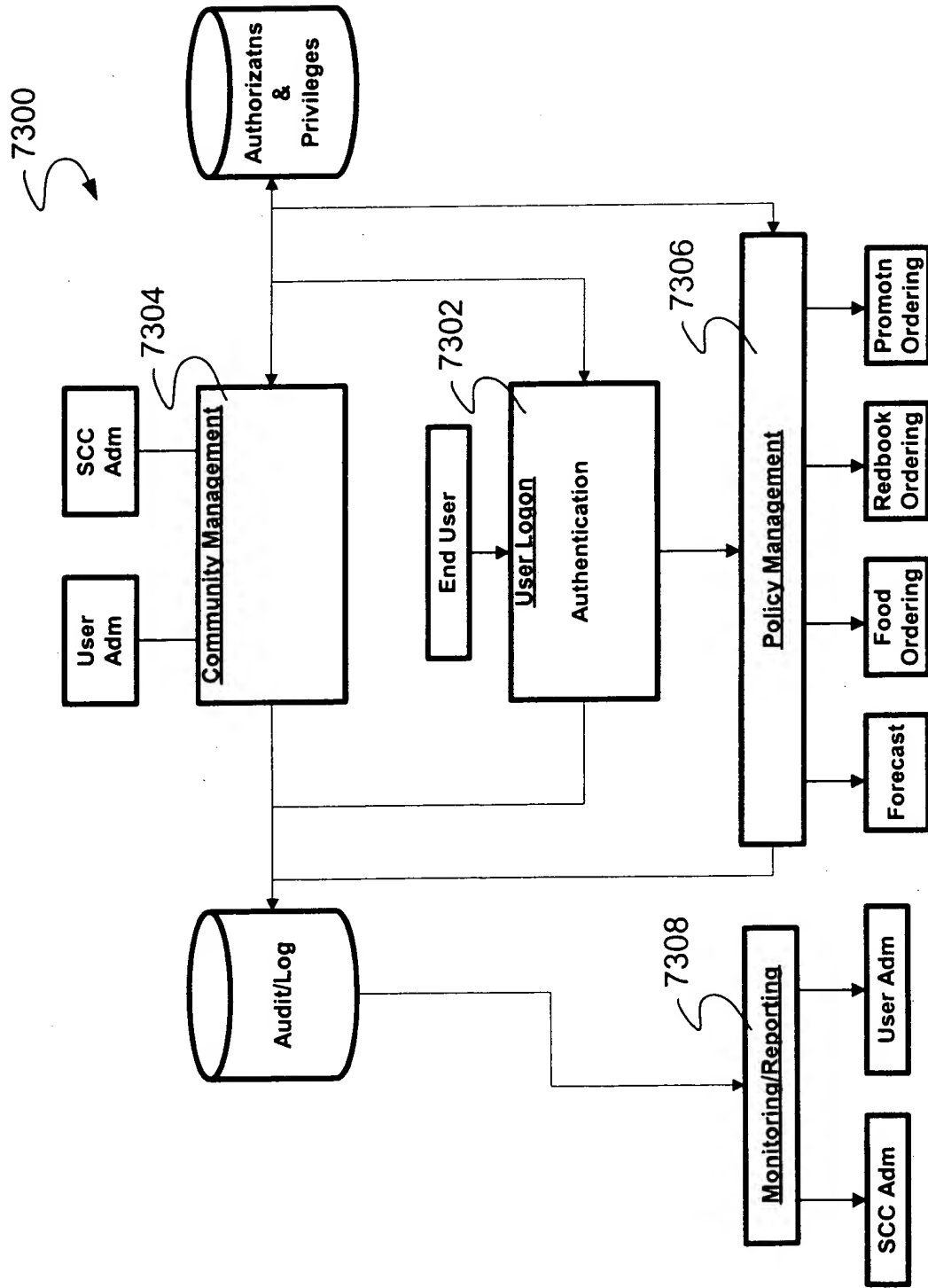


FIG. 73

FIG. 74 is a block diagram of a system 7402, according to one embodiment of the present invention.

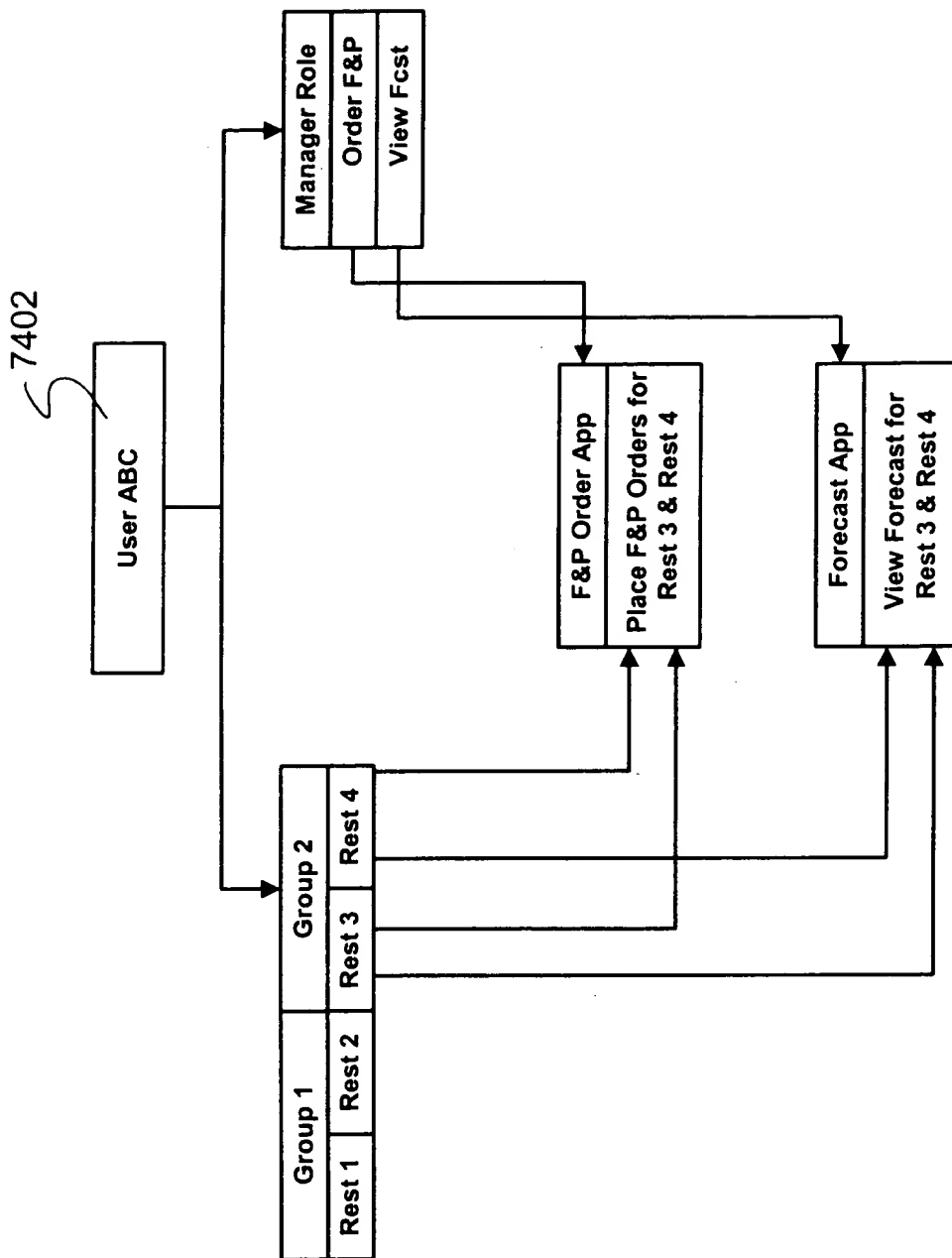


FIG. 74



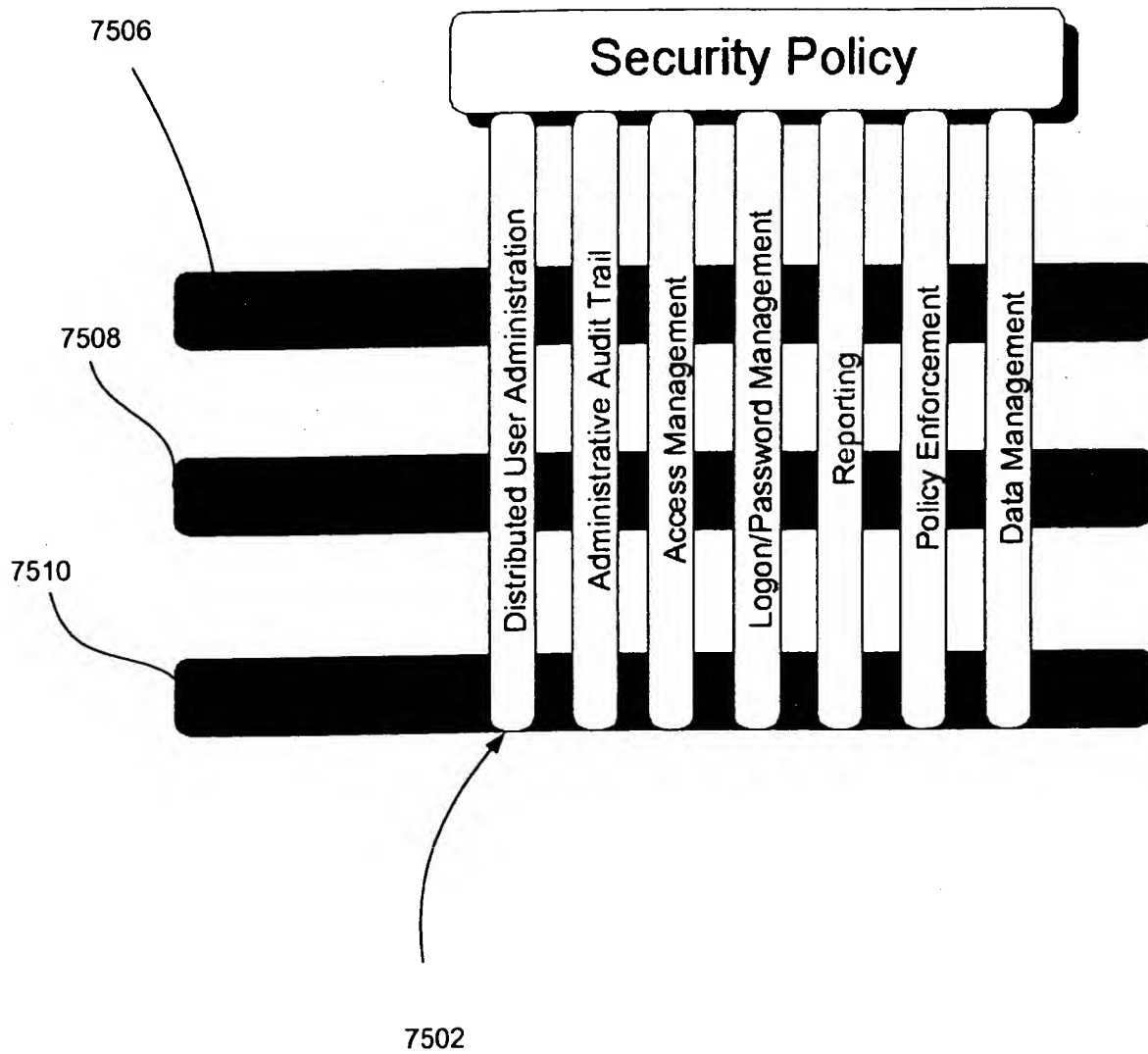


Fig. 75

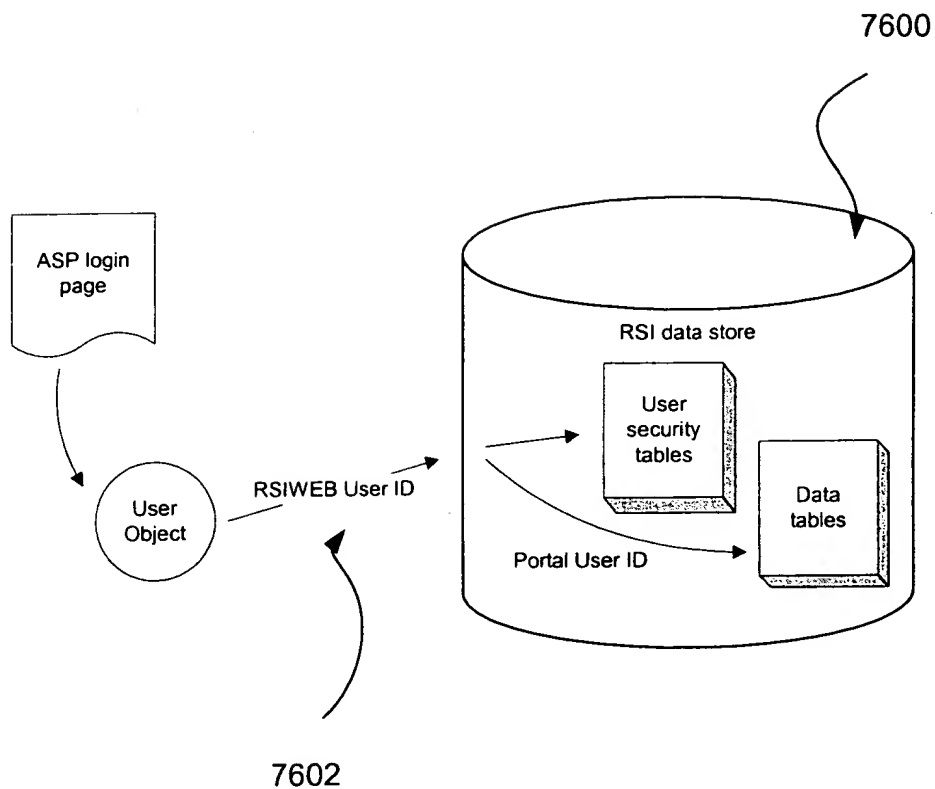


Fig. 76

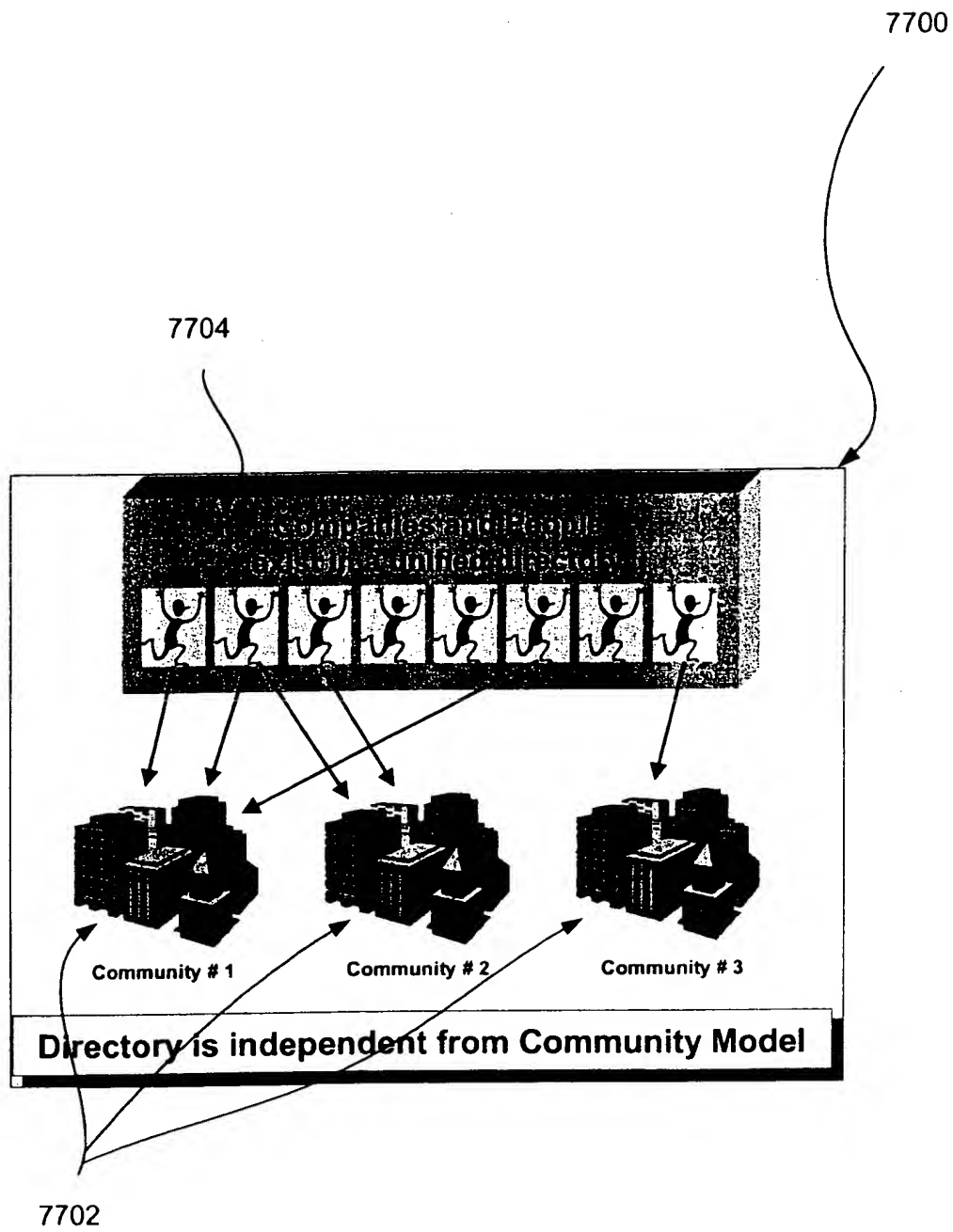


Fig. 77

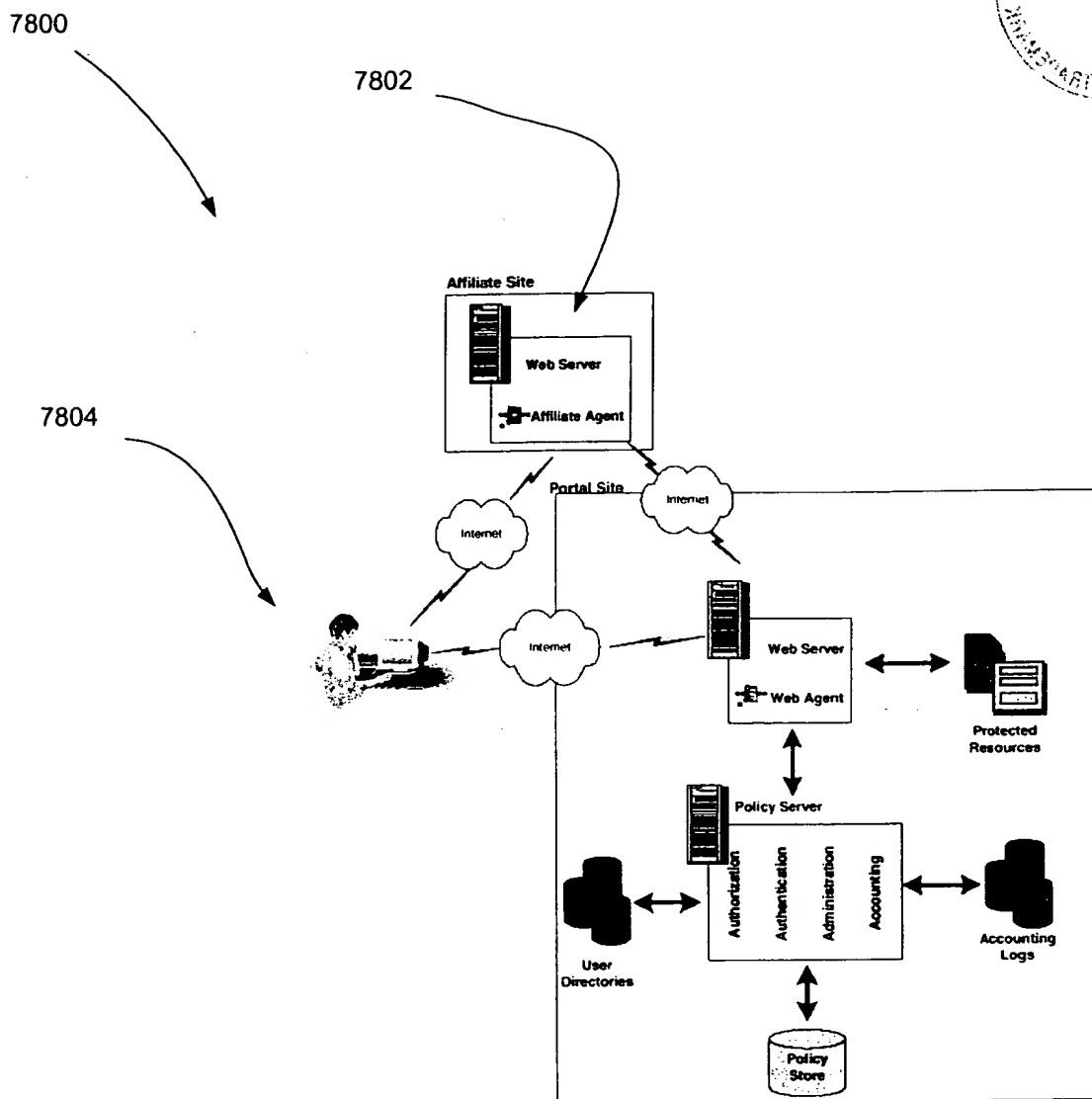


Fig. 78

7900

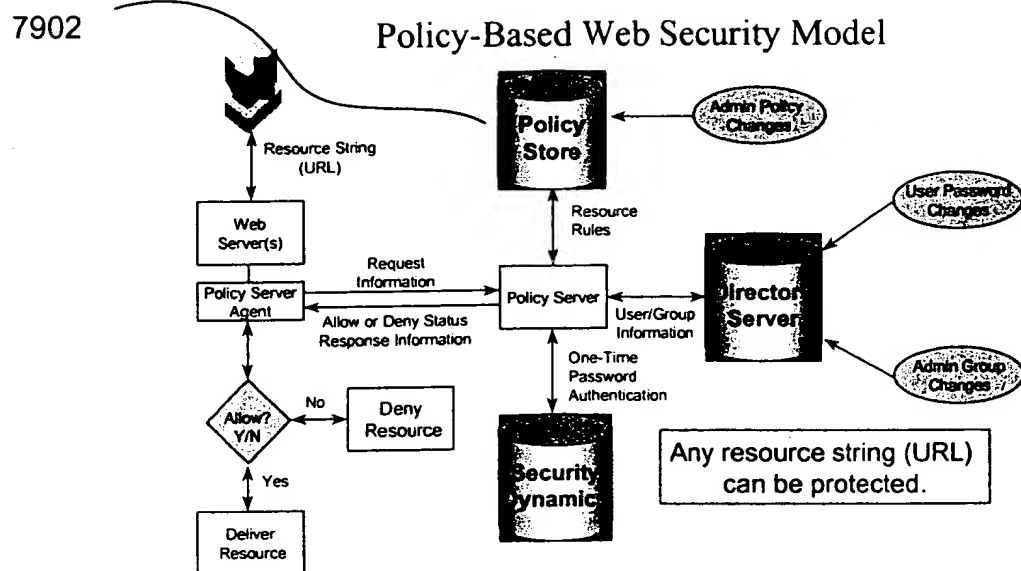


Fig. 79



8030

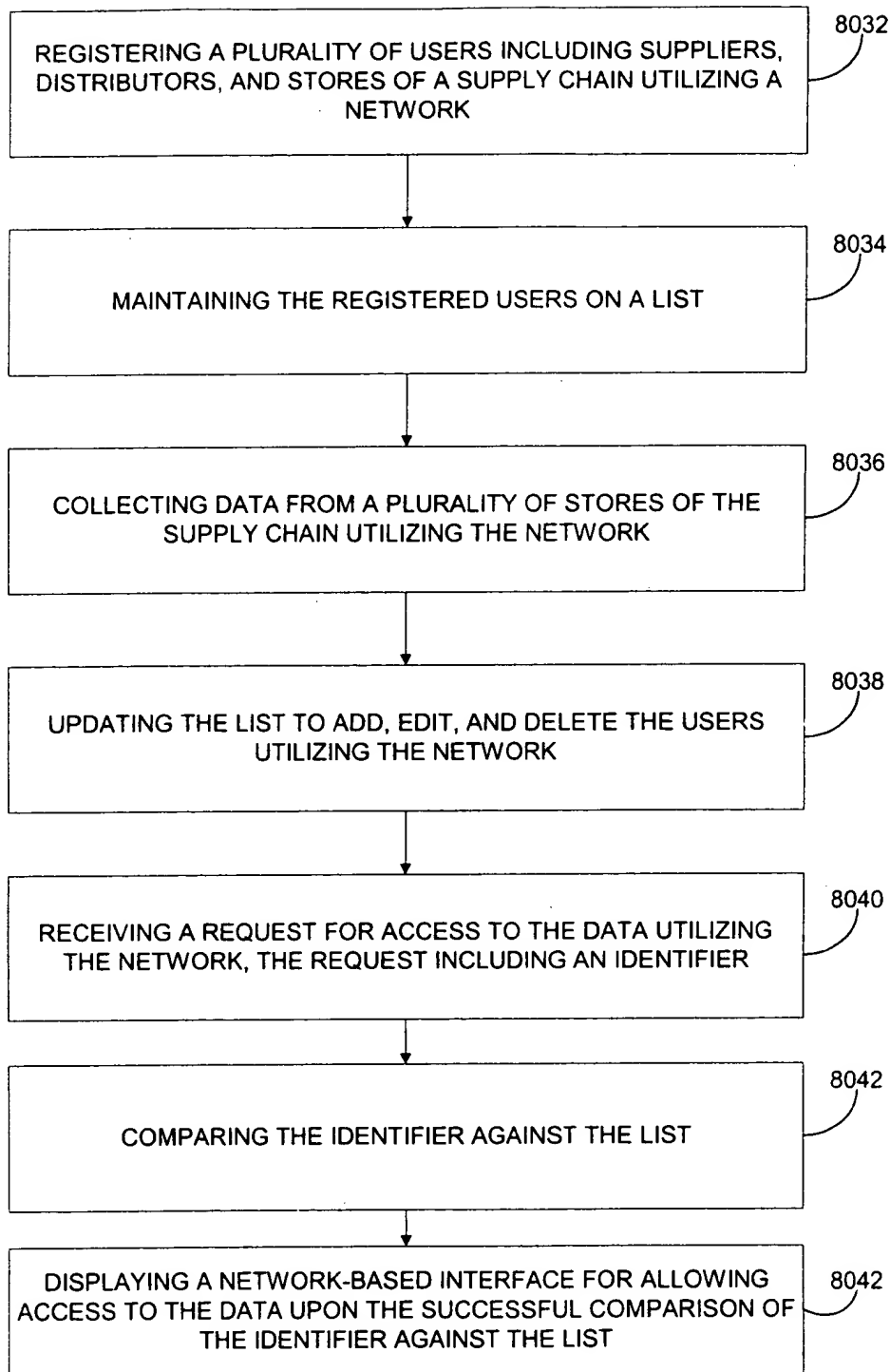


FIG. 80

FIG. 80

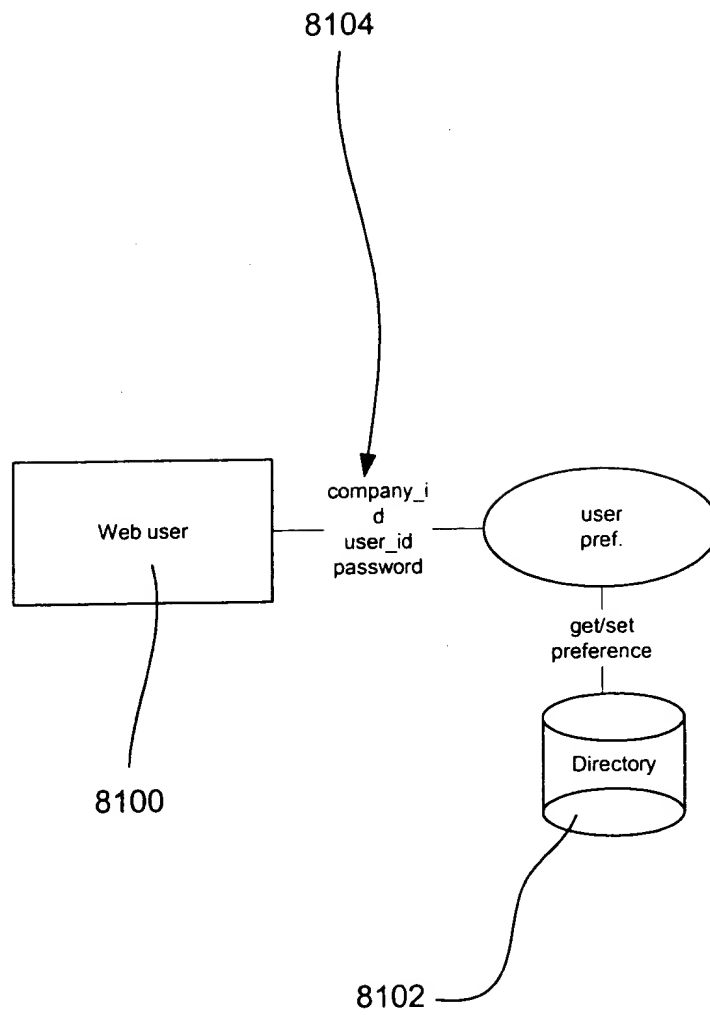


Fig. 81

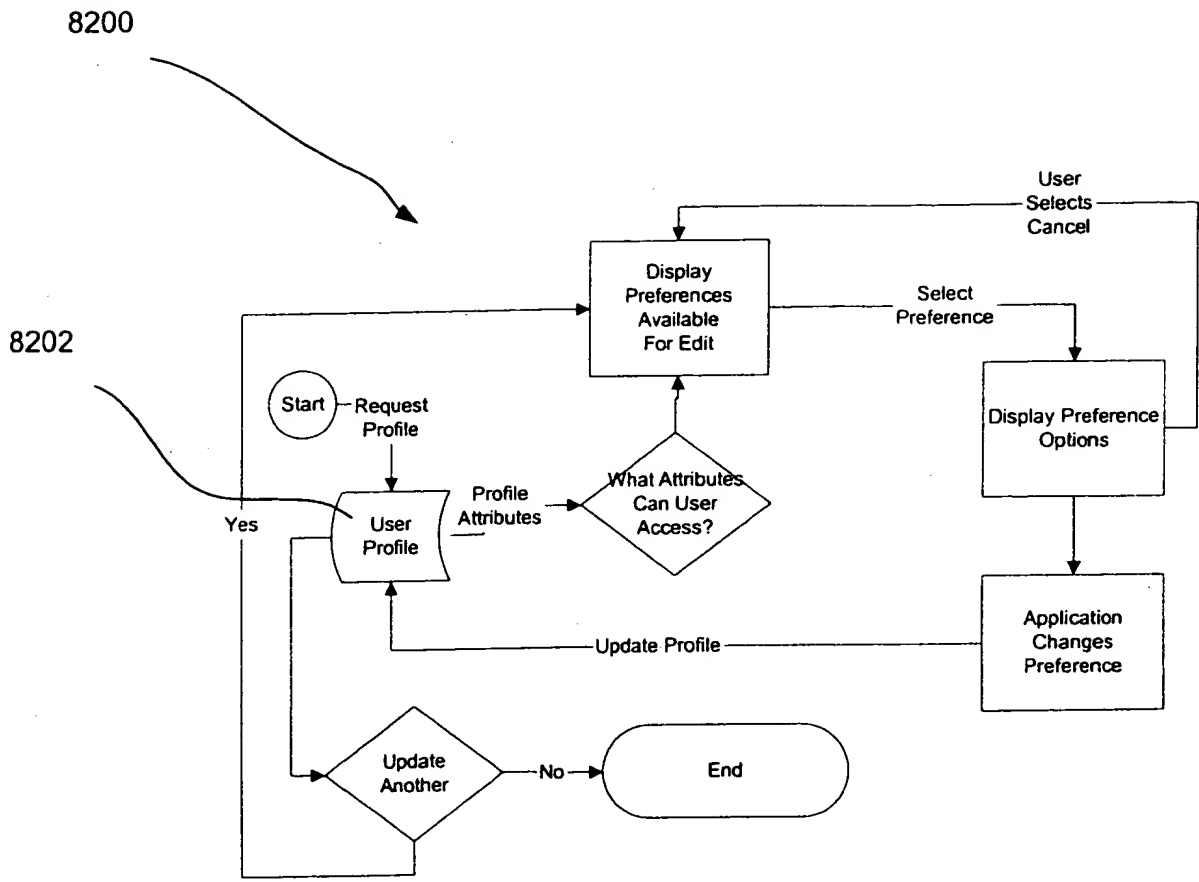


Fig. 82

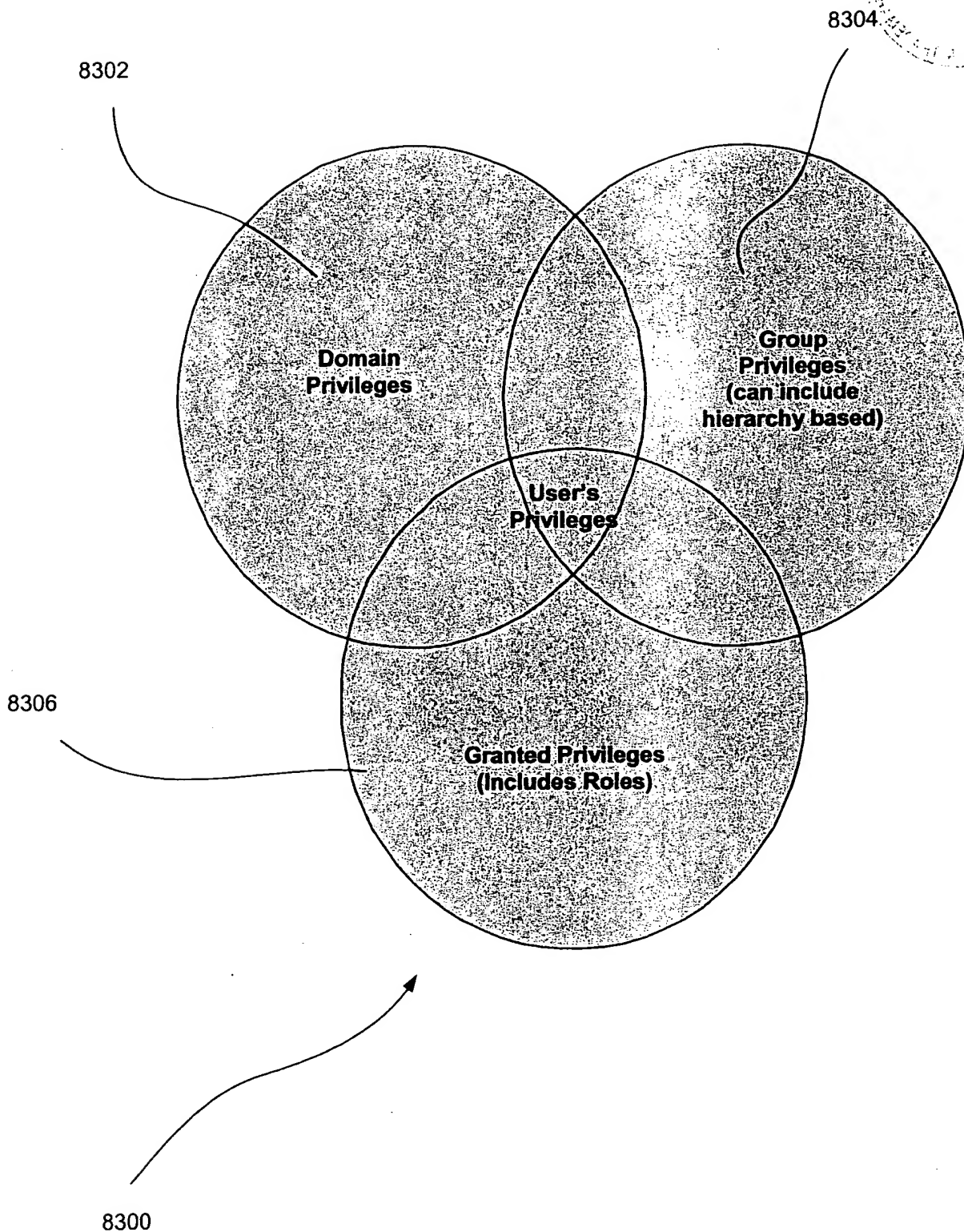
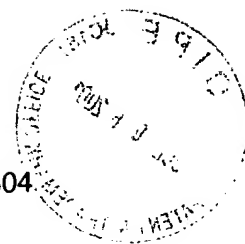


Fig. 83

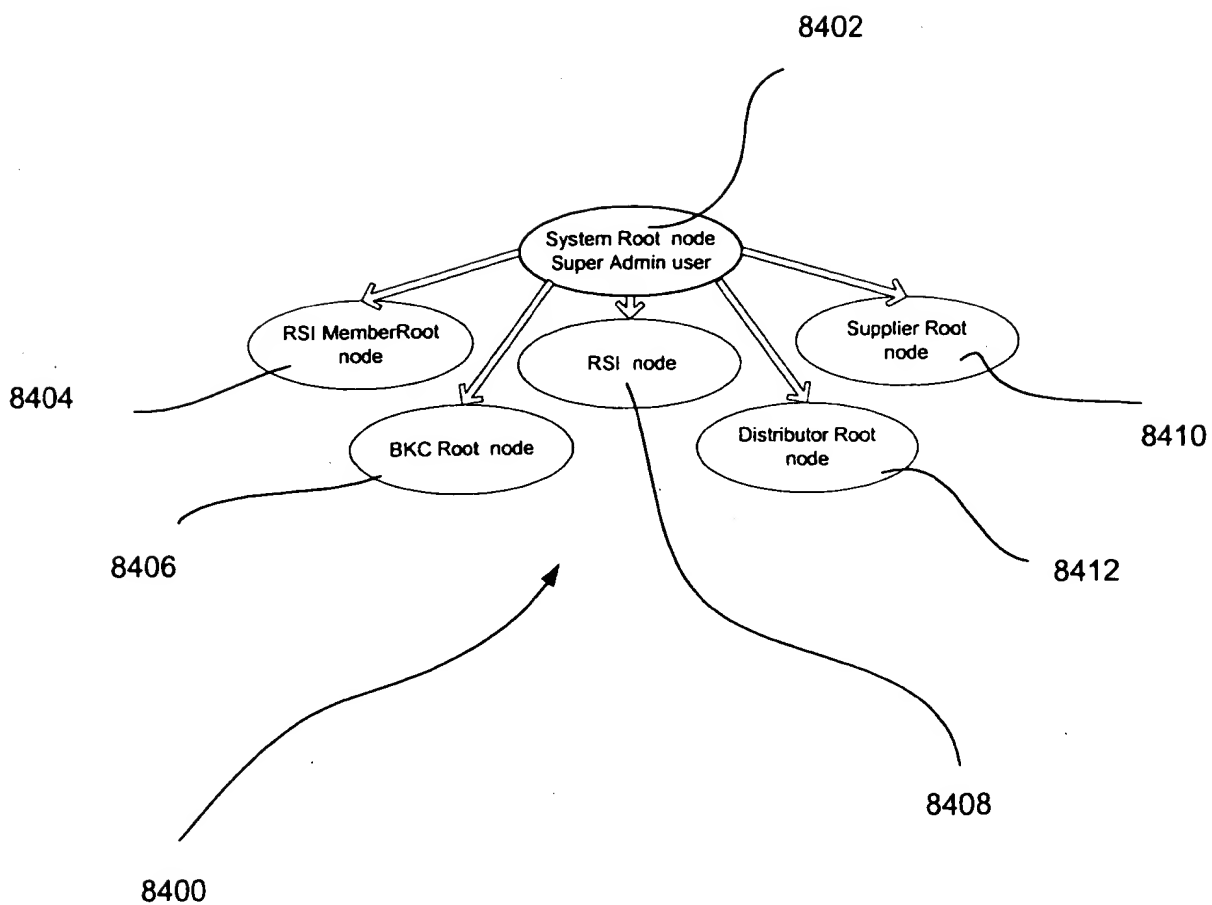


Fig. 84

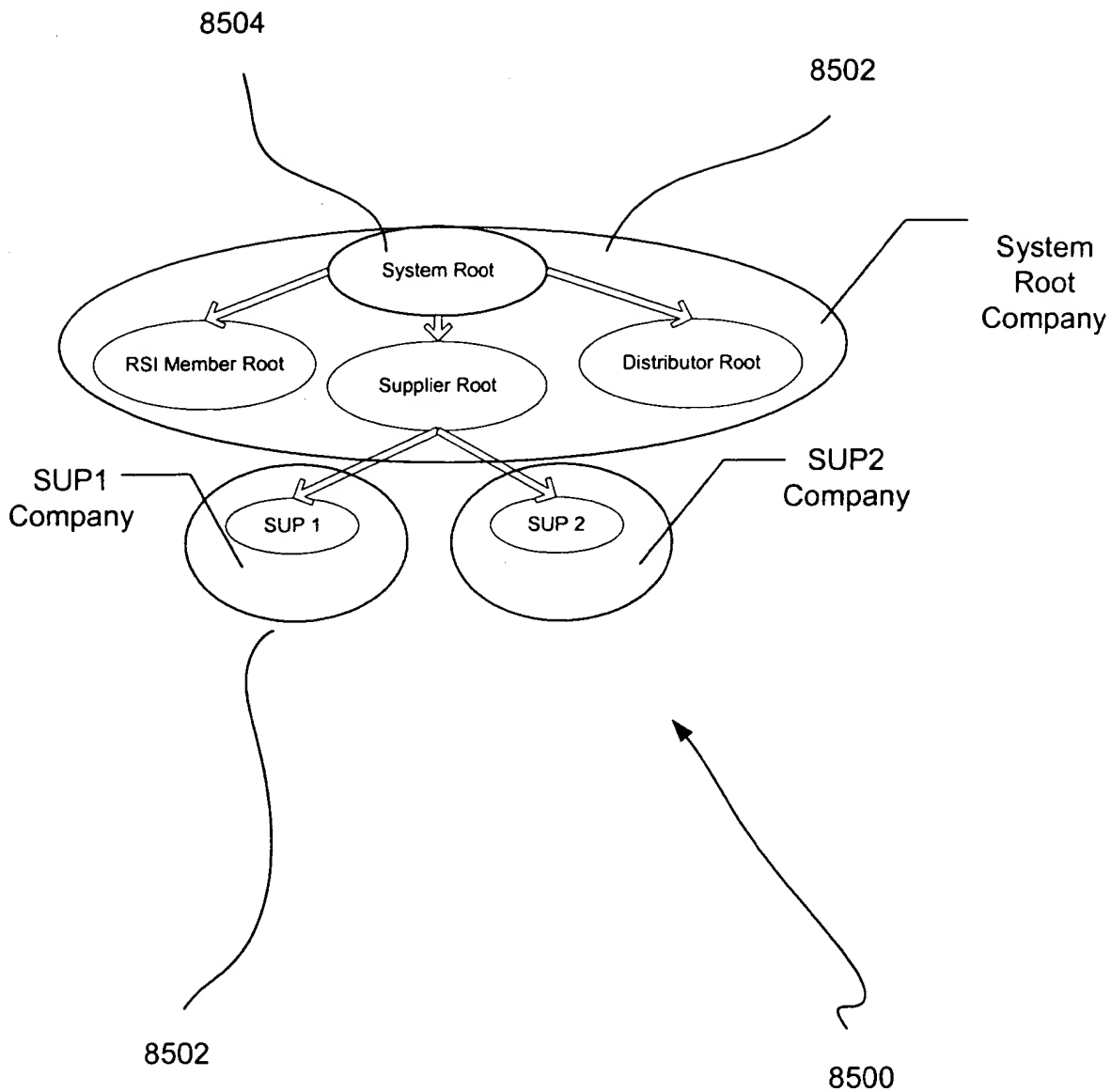


Fig. 85

8600

8602

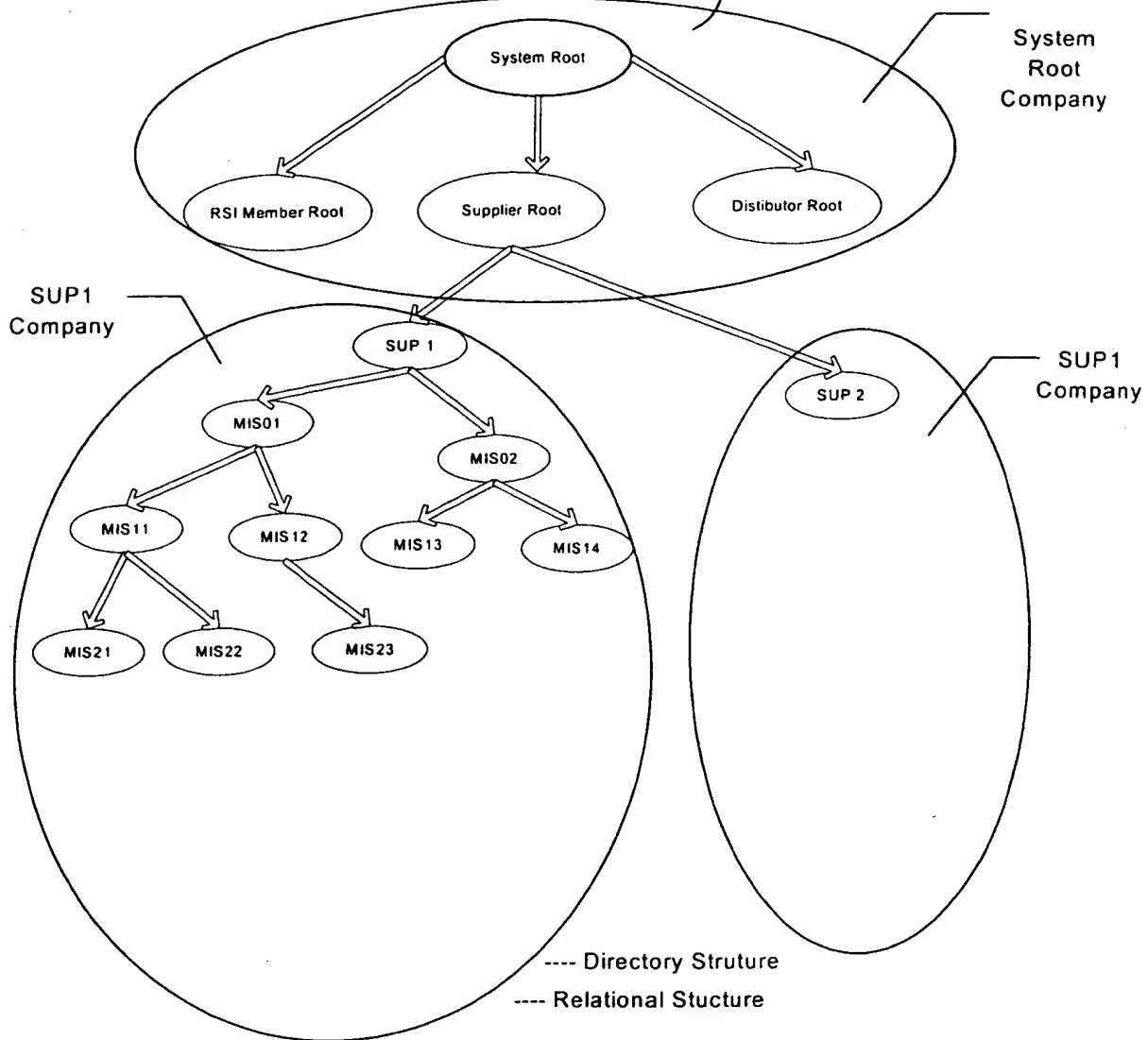
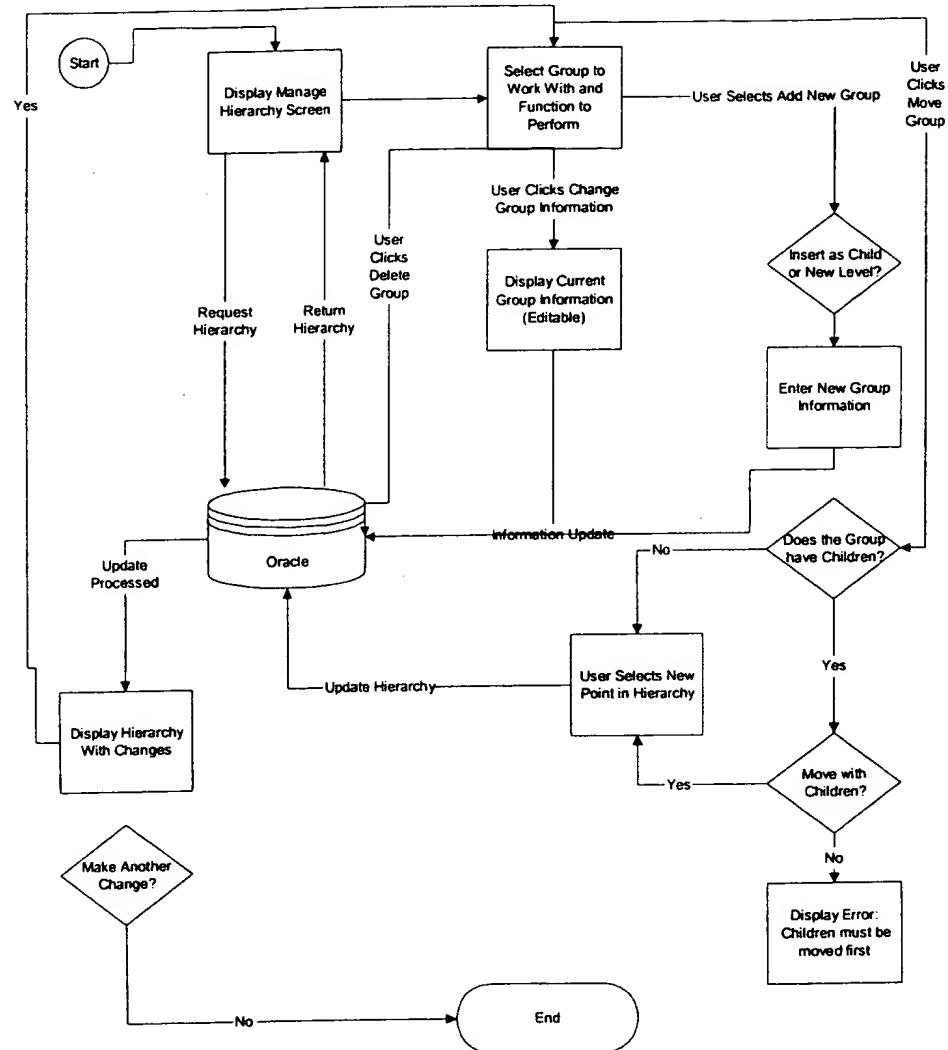


Fig. 86

8700

**Group Hierarchy Management: Data Flow****Fig. 87**

U.S. PATENT & TRADEMARK OFFICE
JUL 10 2008
CLASS. 680.109

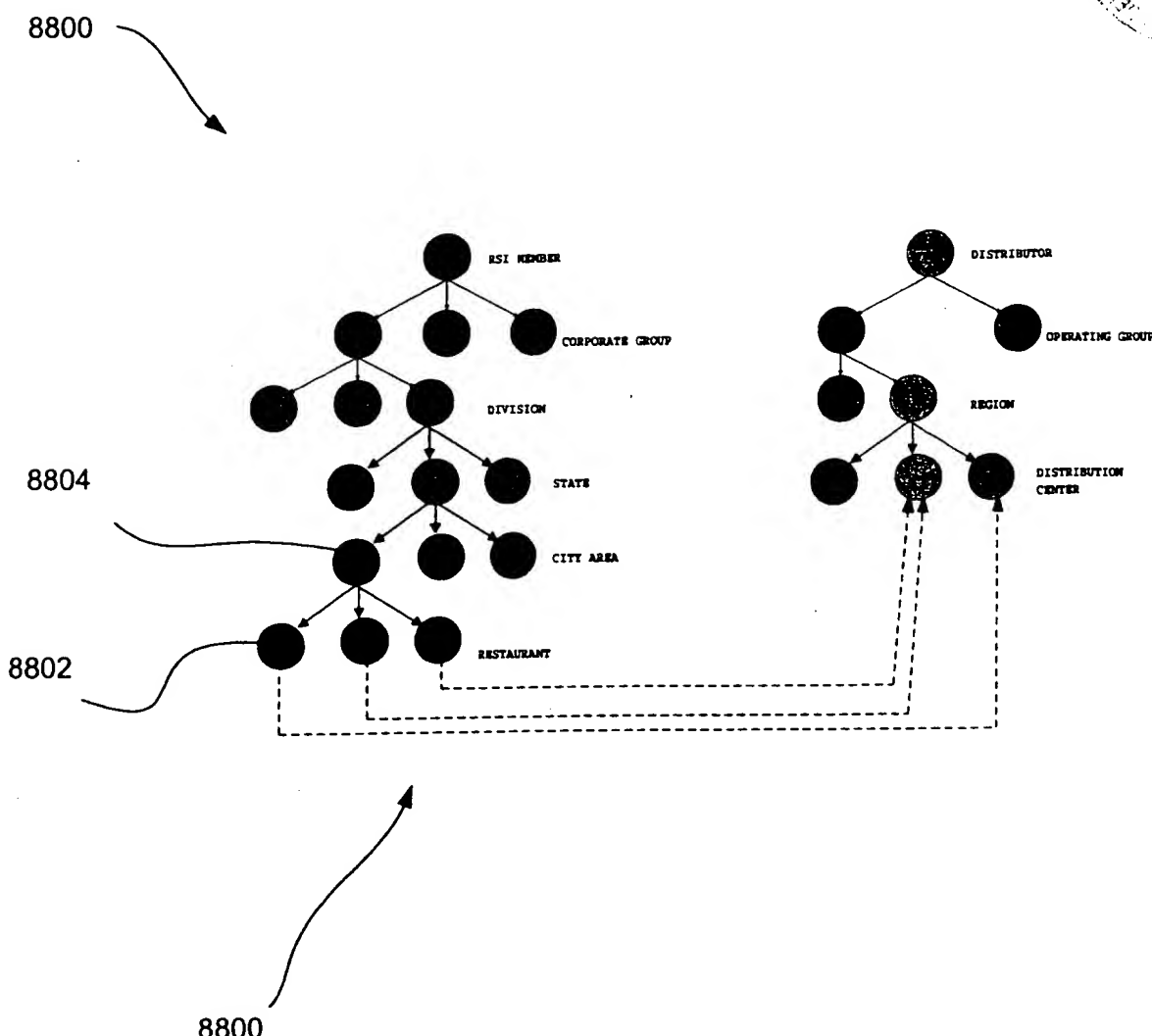


Fig. 88



8902

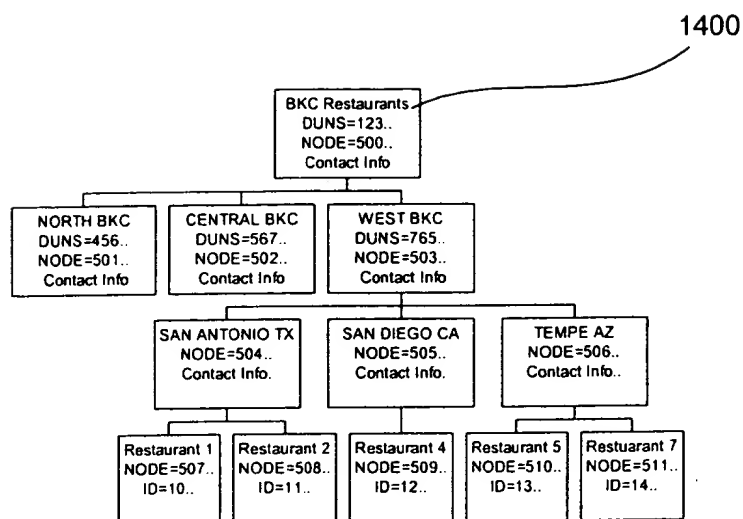


Fig. 89



9000

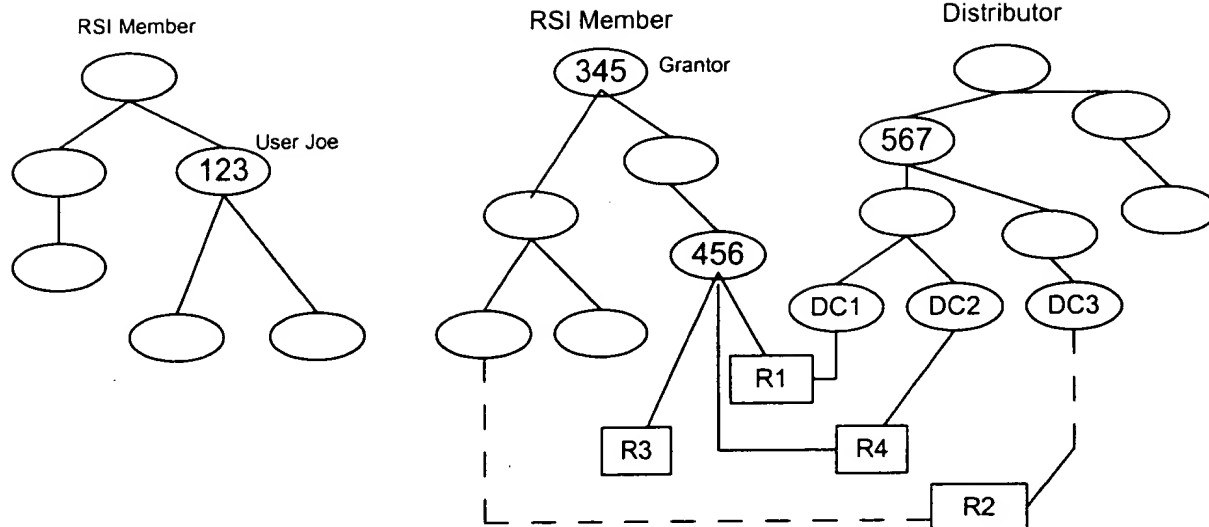


FIG. 90

9100

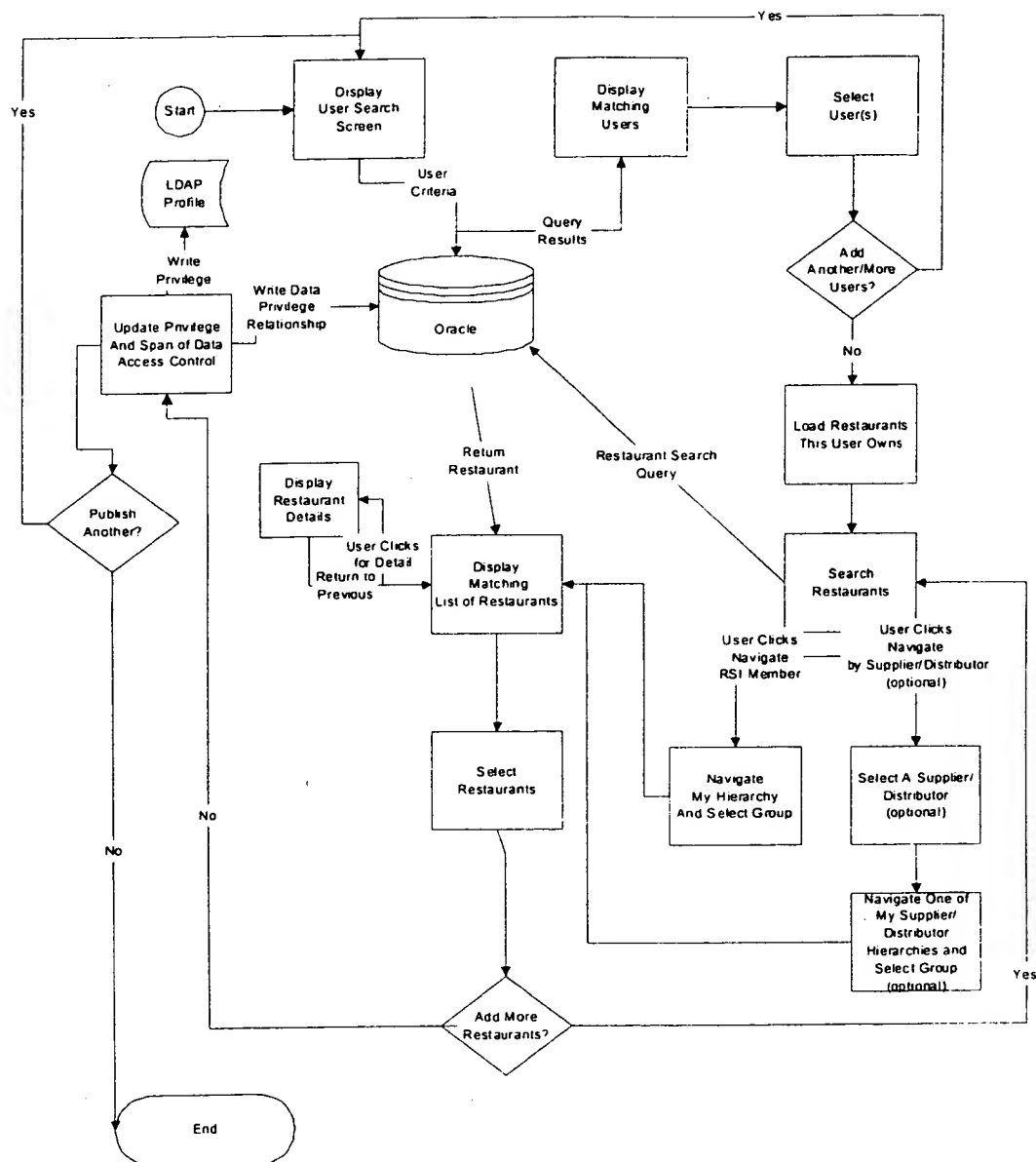
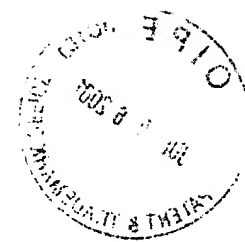


Fig. 91



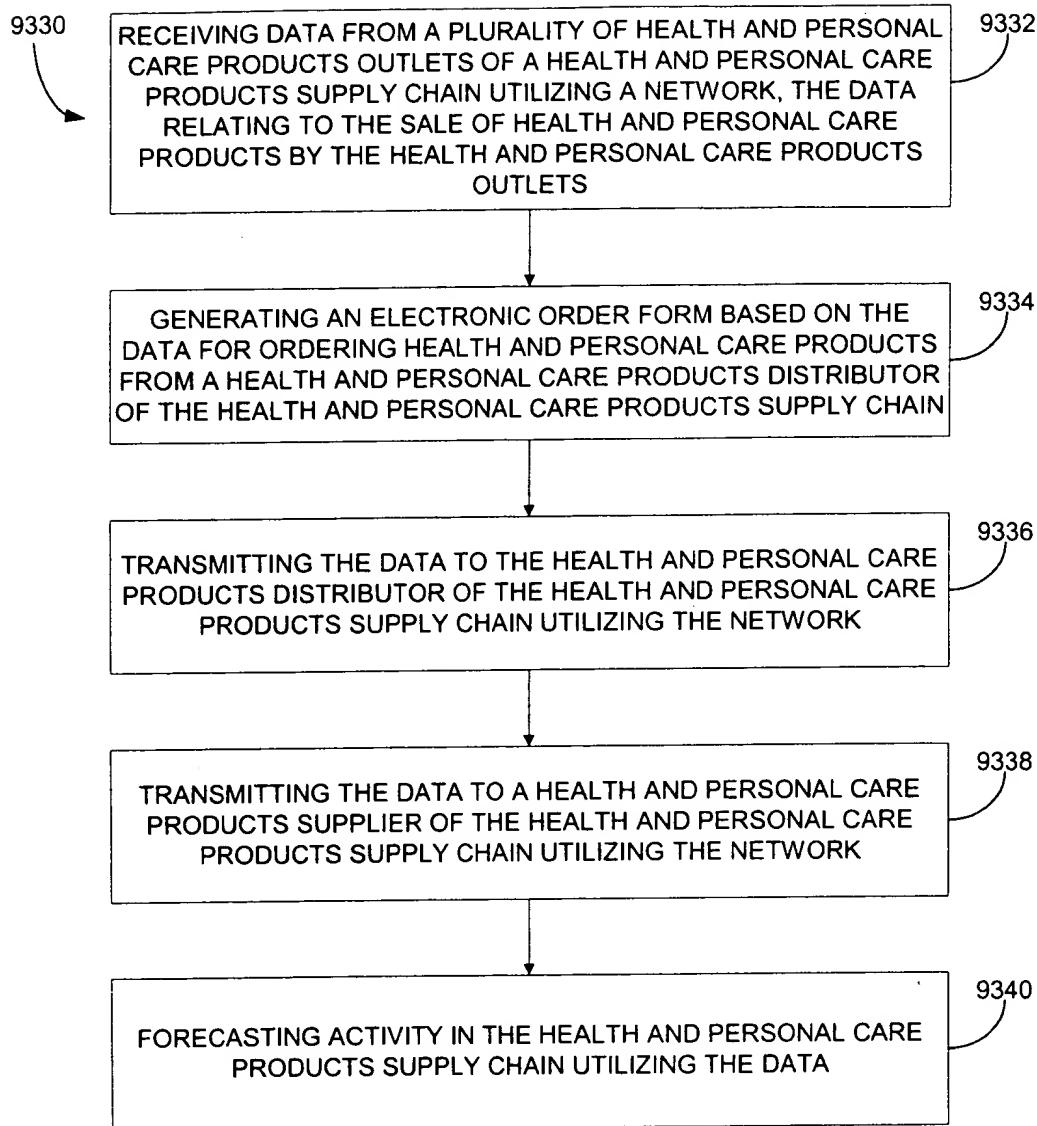


FIG. 93

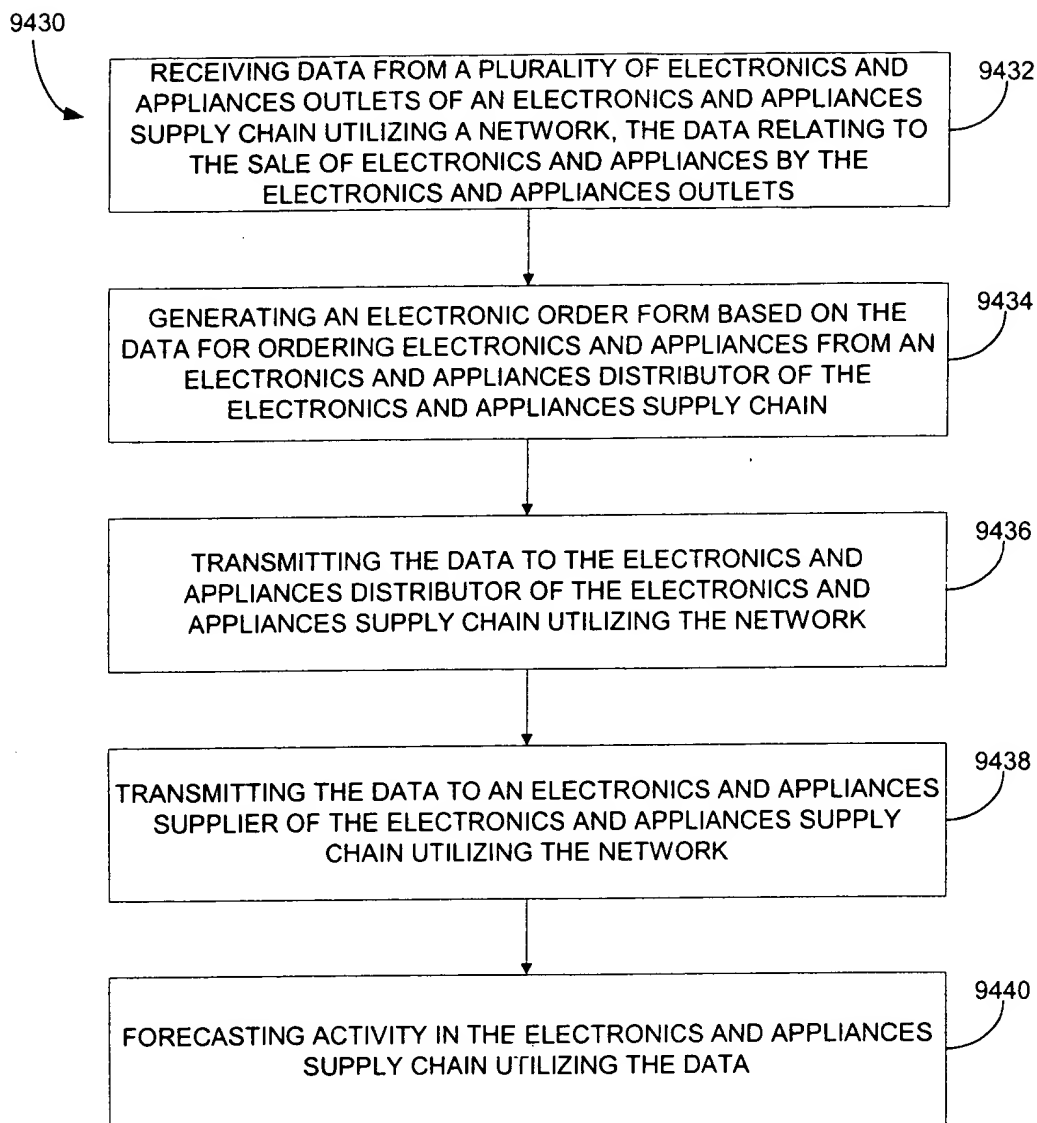


FIG. 94

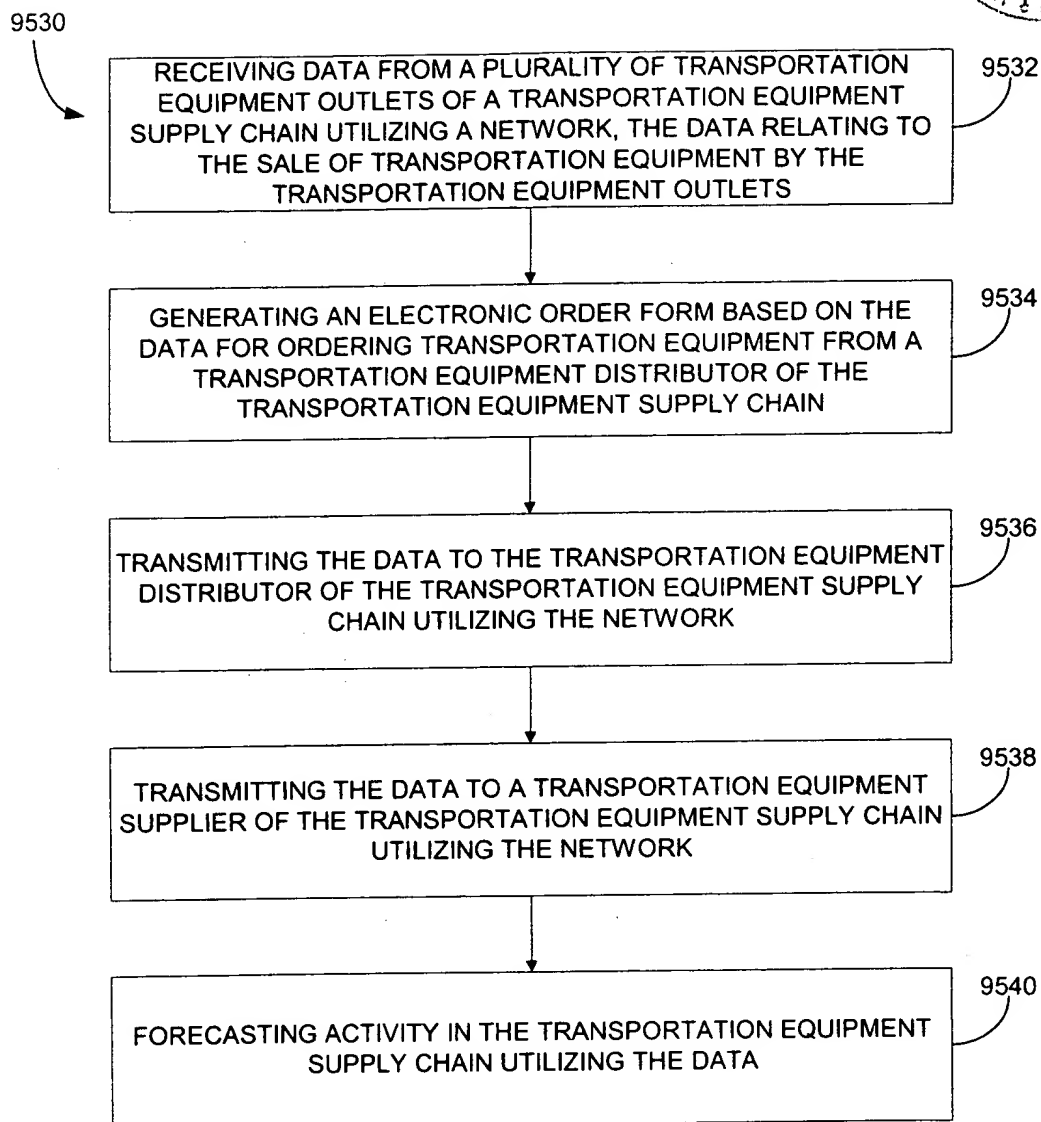


FIG. 95

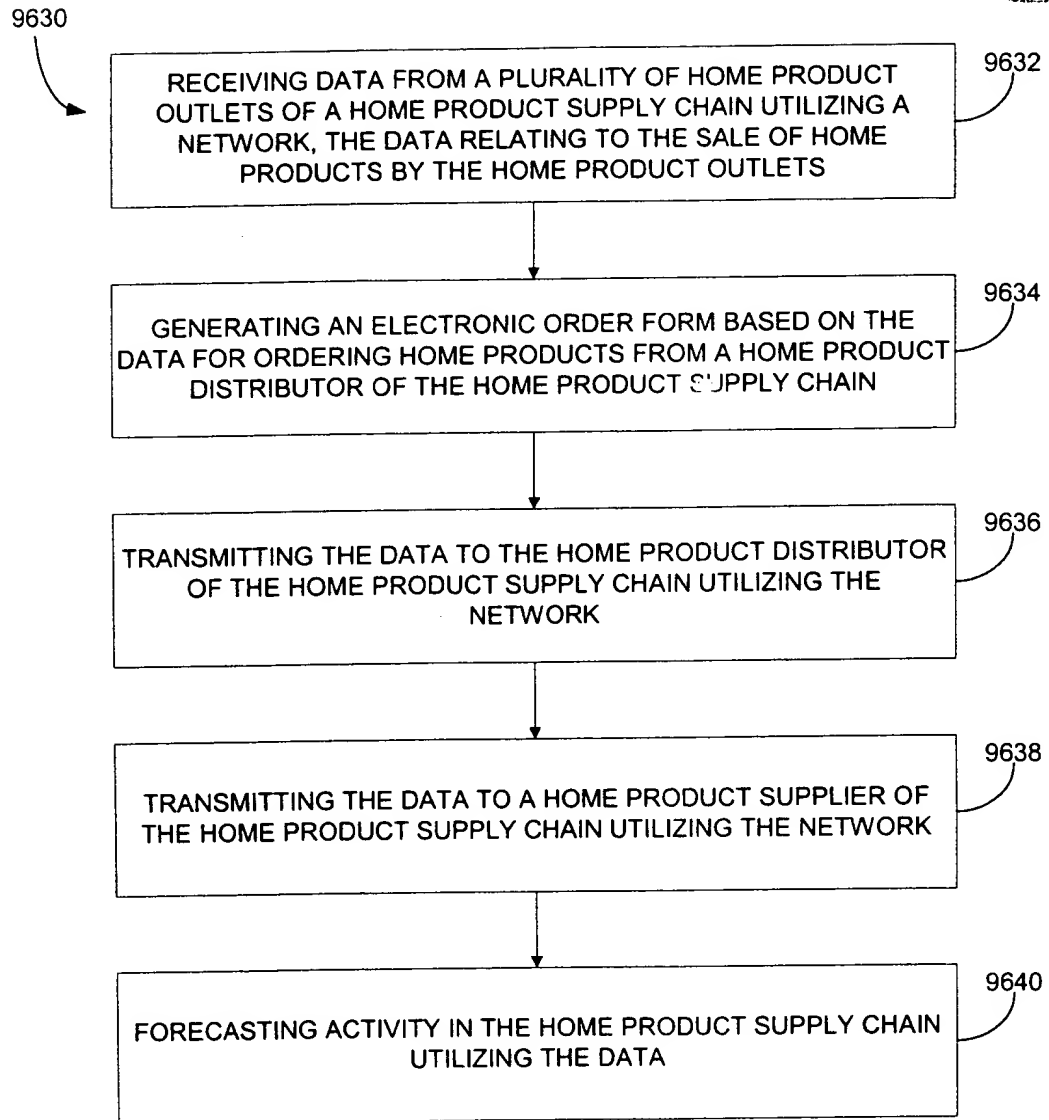
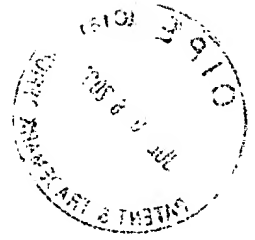


FIG. 96

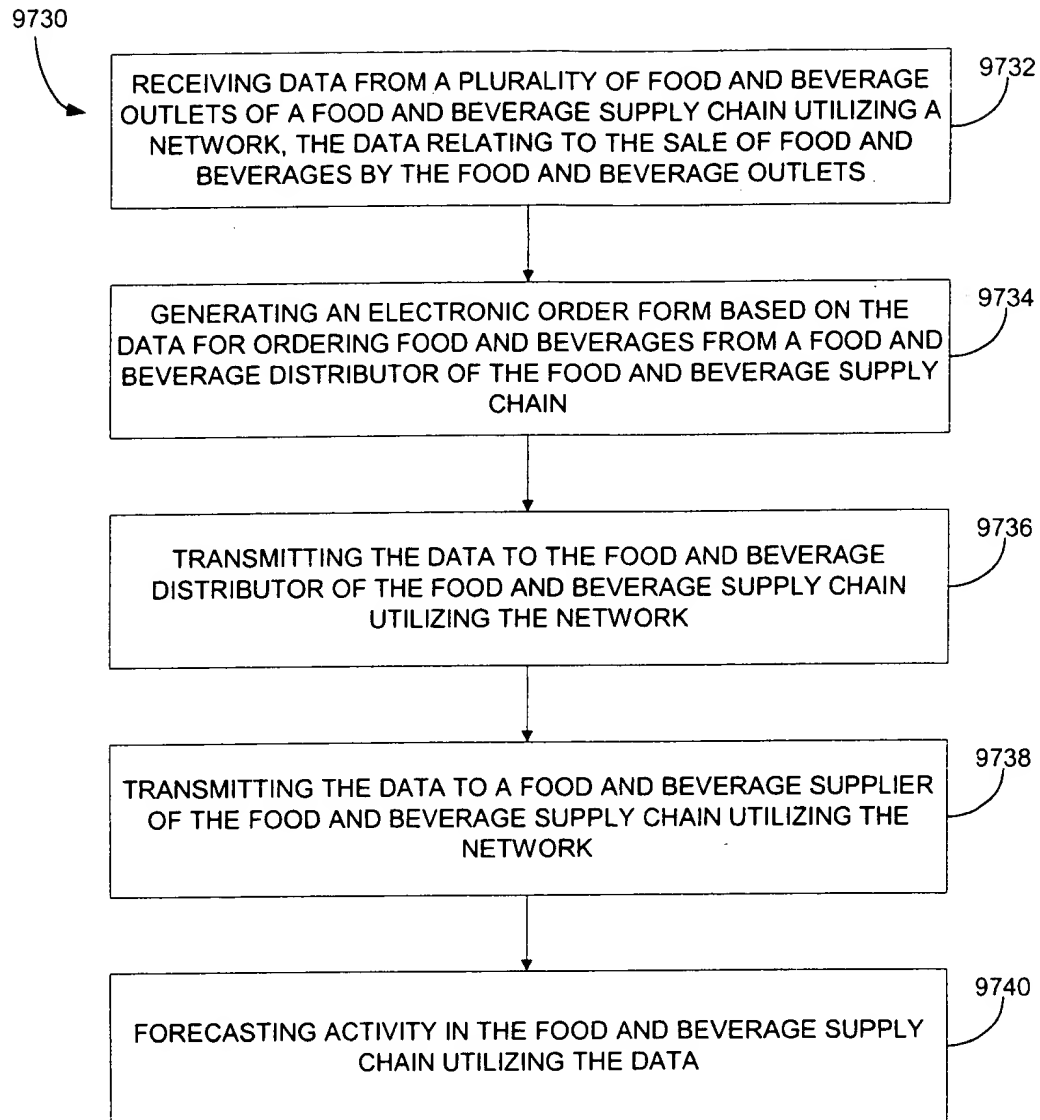


FIG. 97

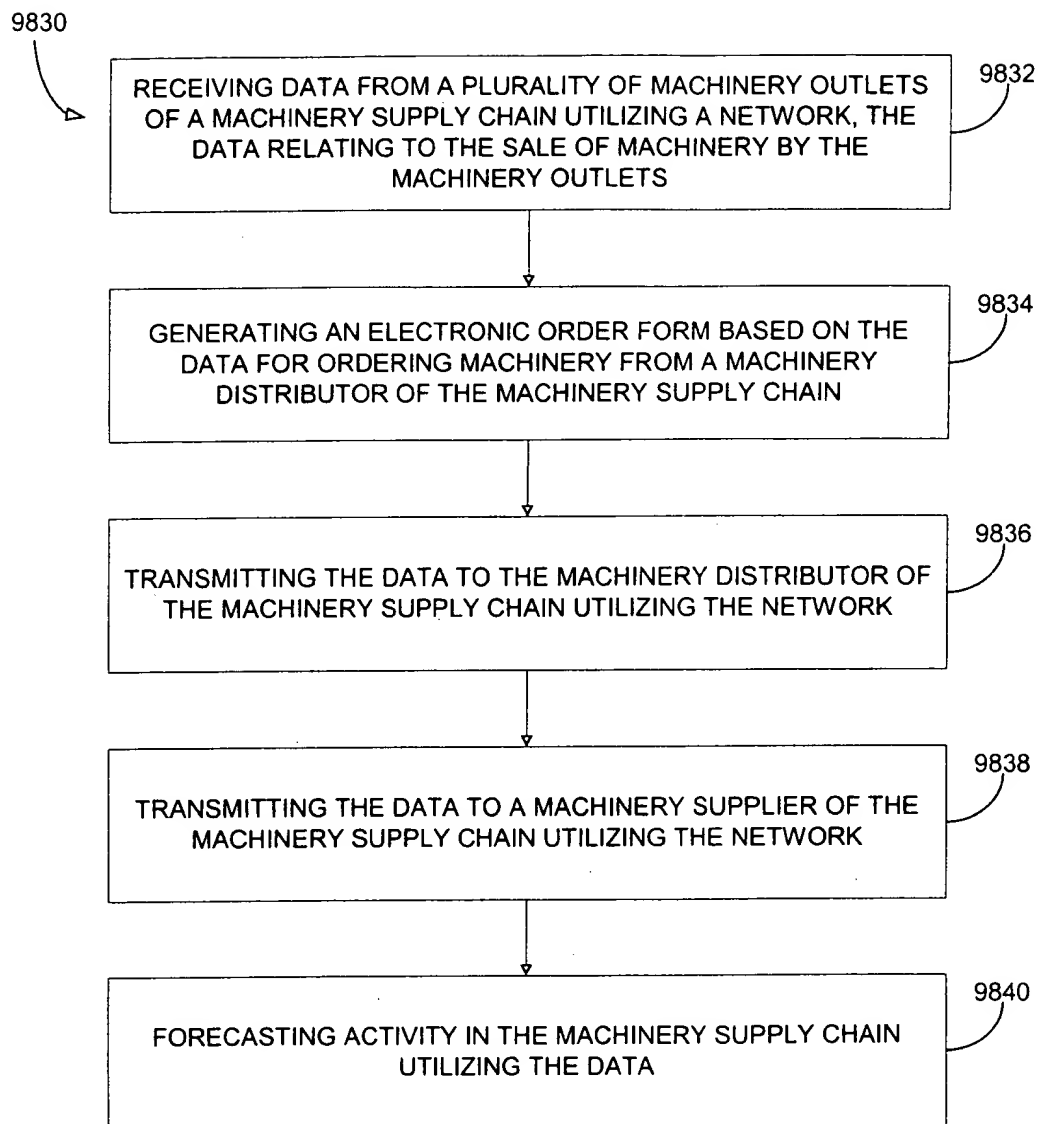


FIG. 98

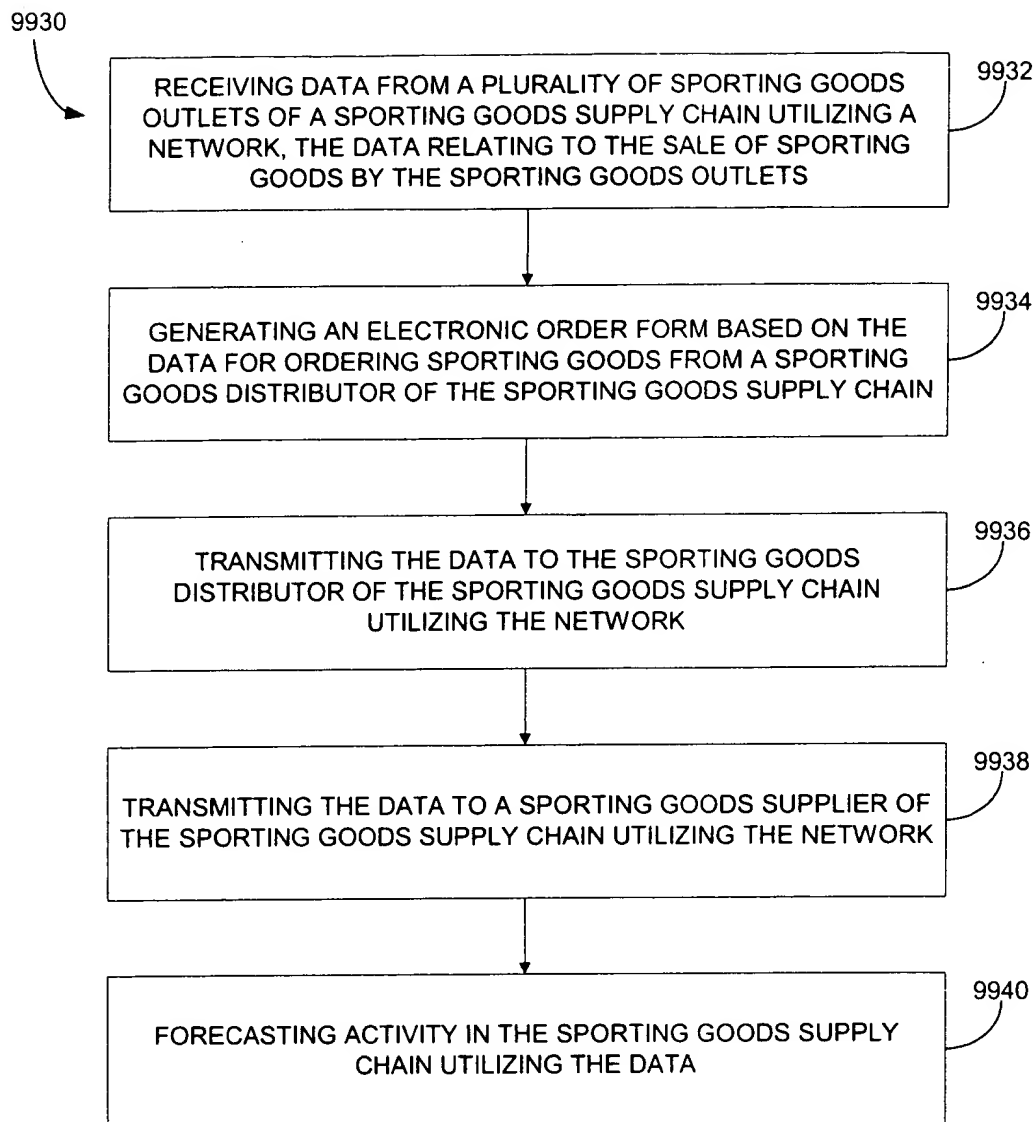


FIG. 99

1000 2 8 JUL 1971

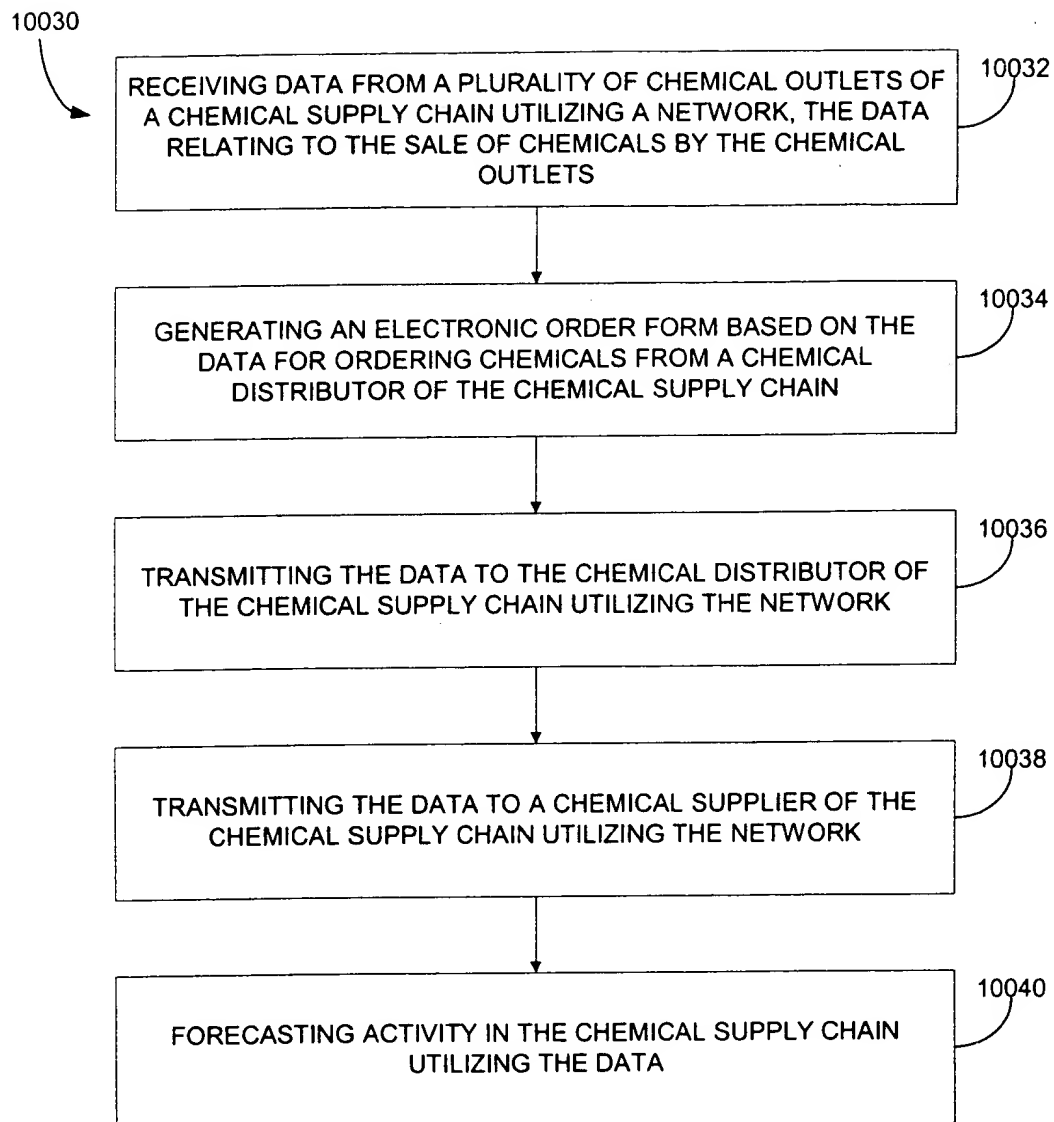


FIG. 100

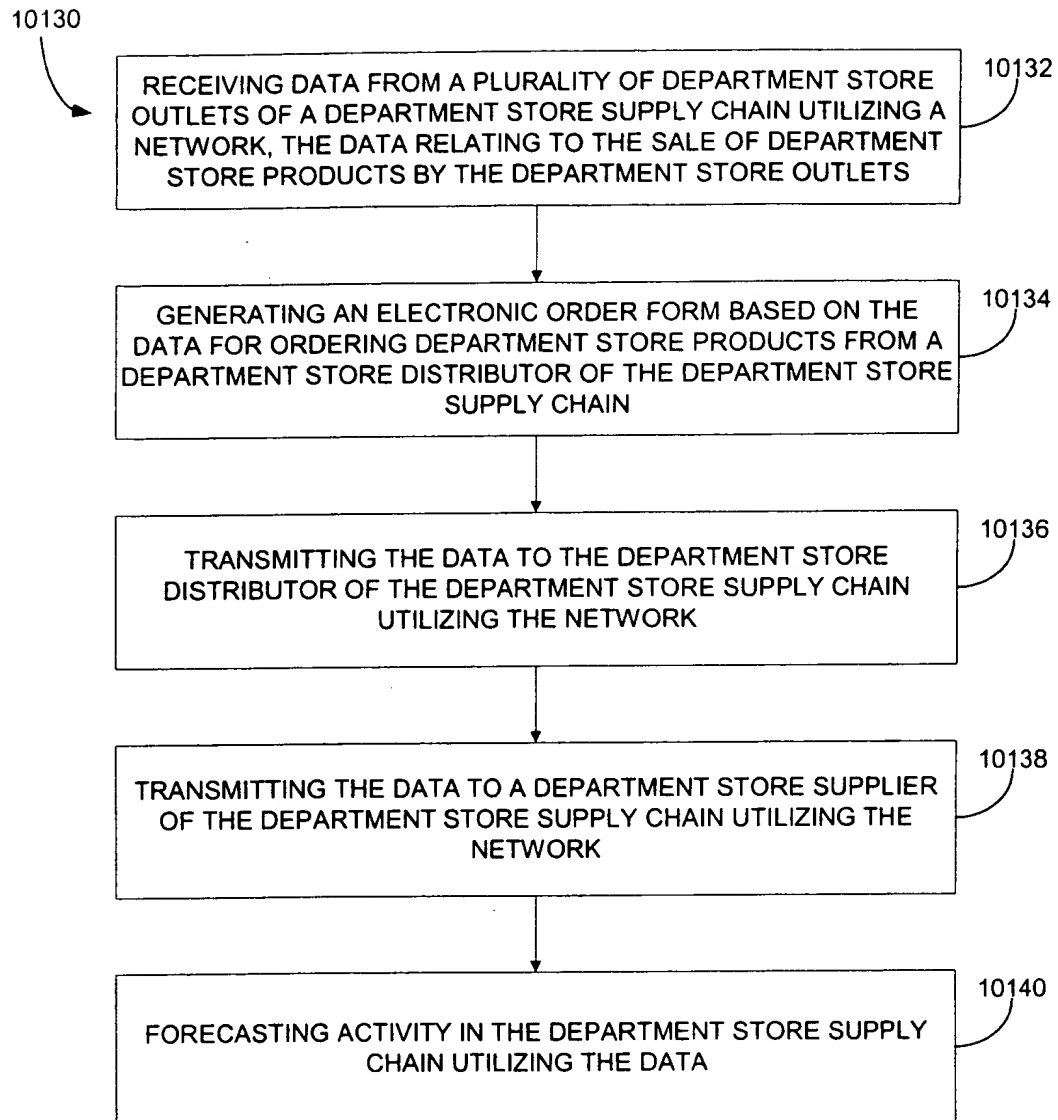


FIG. 101

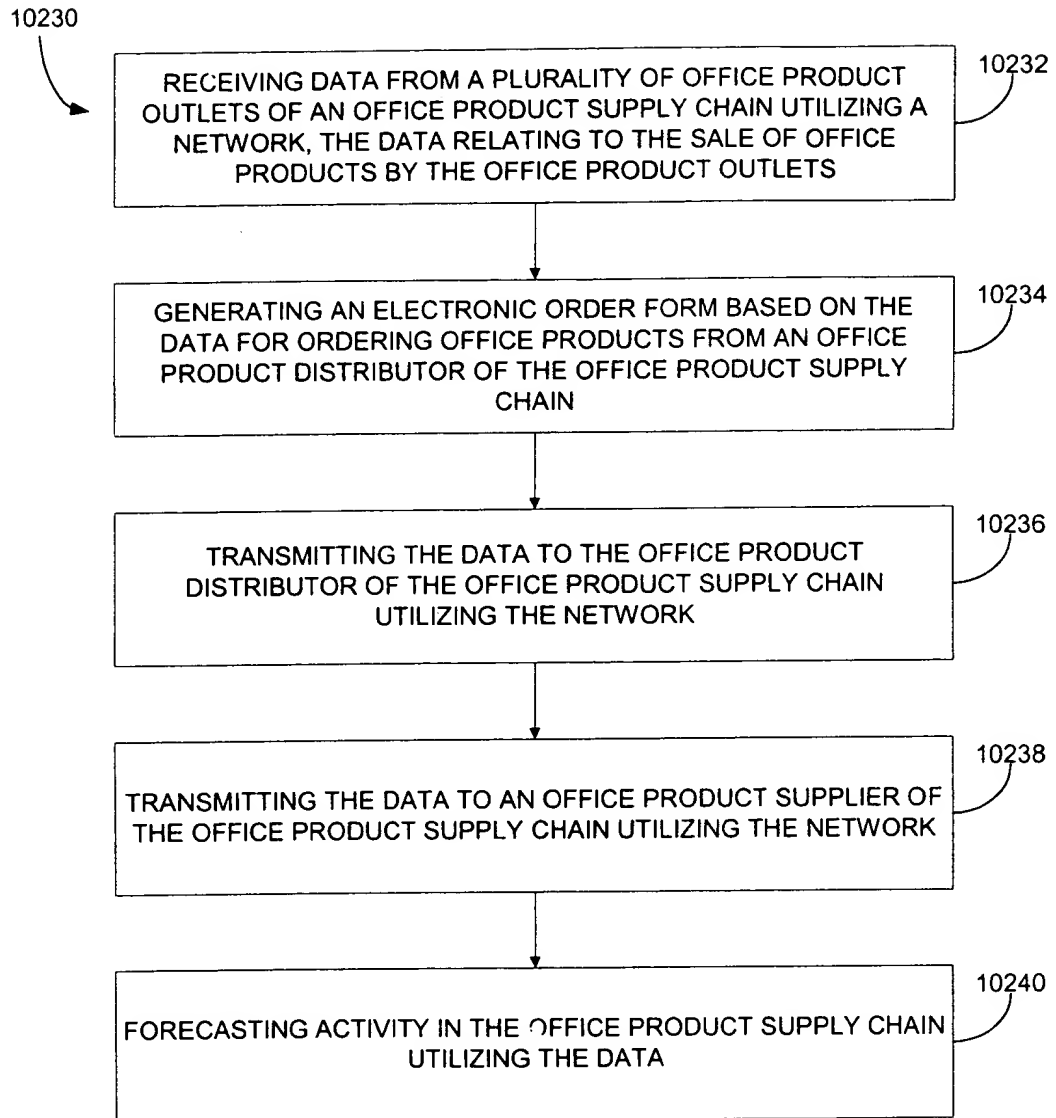


FIG. 102A

10260

RECEIVING DATA FROM A PLURALITY OF BOOK OUTLETS
OF A BOOK SUPPLY CHAIN UTILIZING A NETWORK, THE
DATA RELATING TO THE SALE OF BOOKS BY THE BOOK
OUTLETS

10262

GENERATING AN ELECTRONIC ORDER FORM BASED ON
THE DATA FOR ORDERING BOOKS FROM A BOOK
DISTRIBUTOR OF THE BOOK SUPPLY CHAIN

10264

TRANSMITTING THE DATA TO THE BOOK DISTRIBUTOR OF
THE BOOK SUPPLY CHAIN UTILIZING THE NETWORK

10266

TRANSMITTING THE DATA TO A BOOK SUPPLIER OF THE
BOOK SUPPLY CHAIN UTILIZING THE NETWORK

10268

FORECASTING ACTIVITY IN THE BOOK SUPPLY CHAIN
UTILIZING THE DATA

10270

FIG. 102B

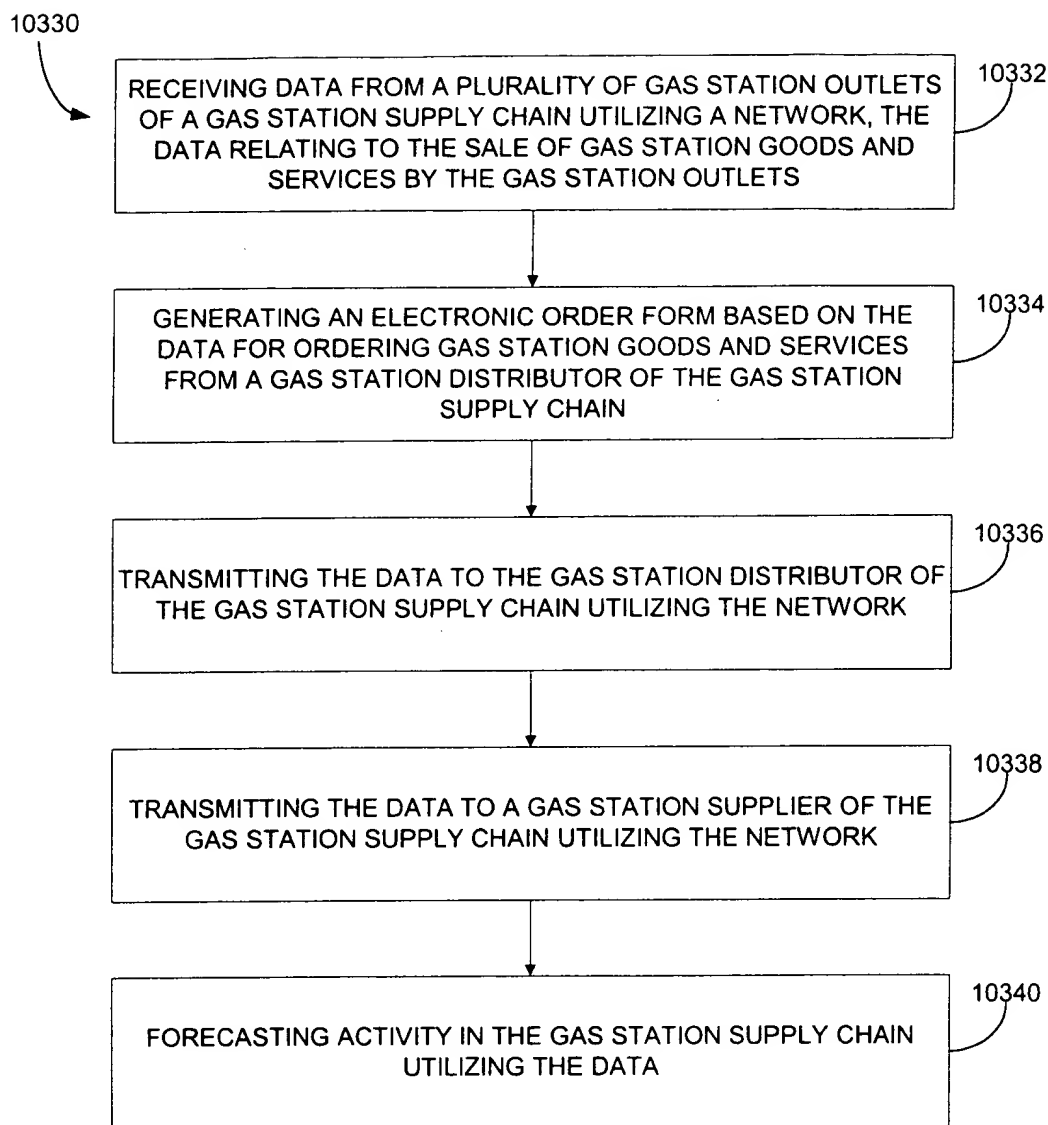


FIG. 103

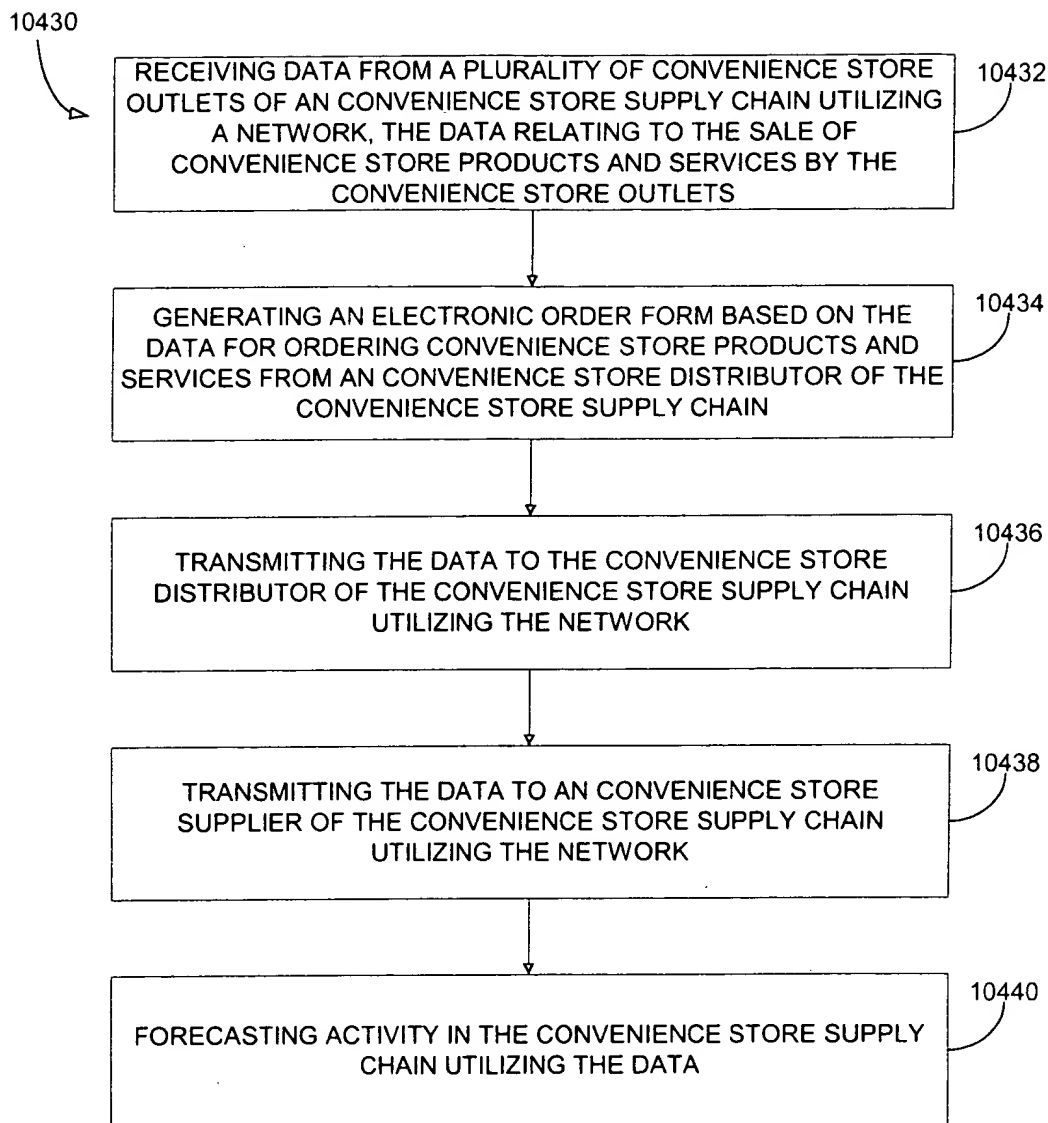


FIG. 104A



10460

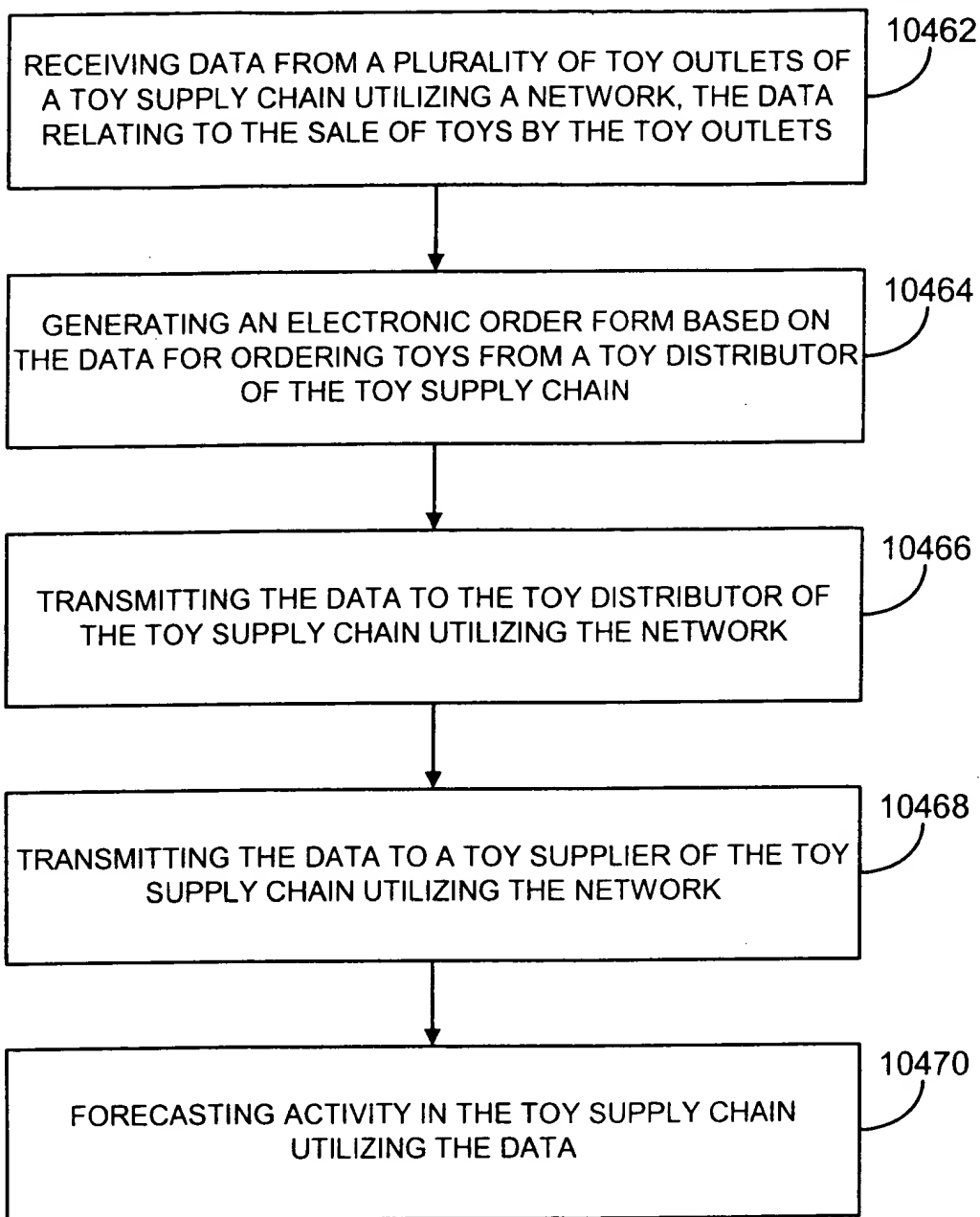


FIG. 104B

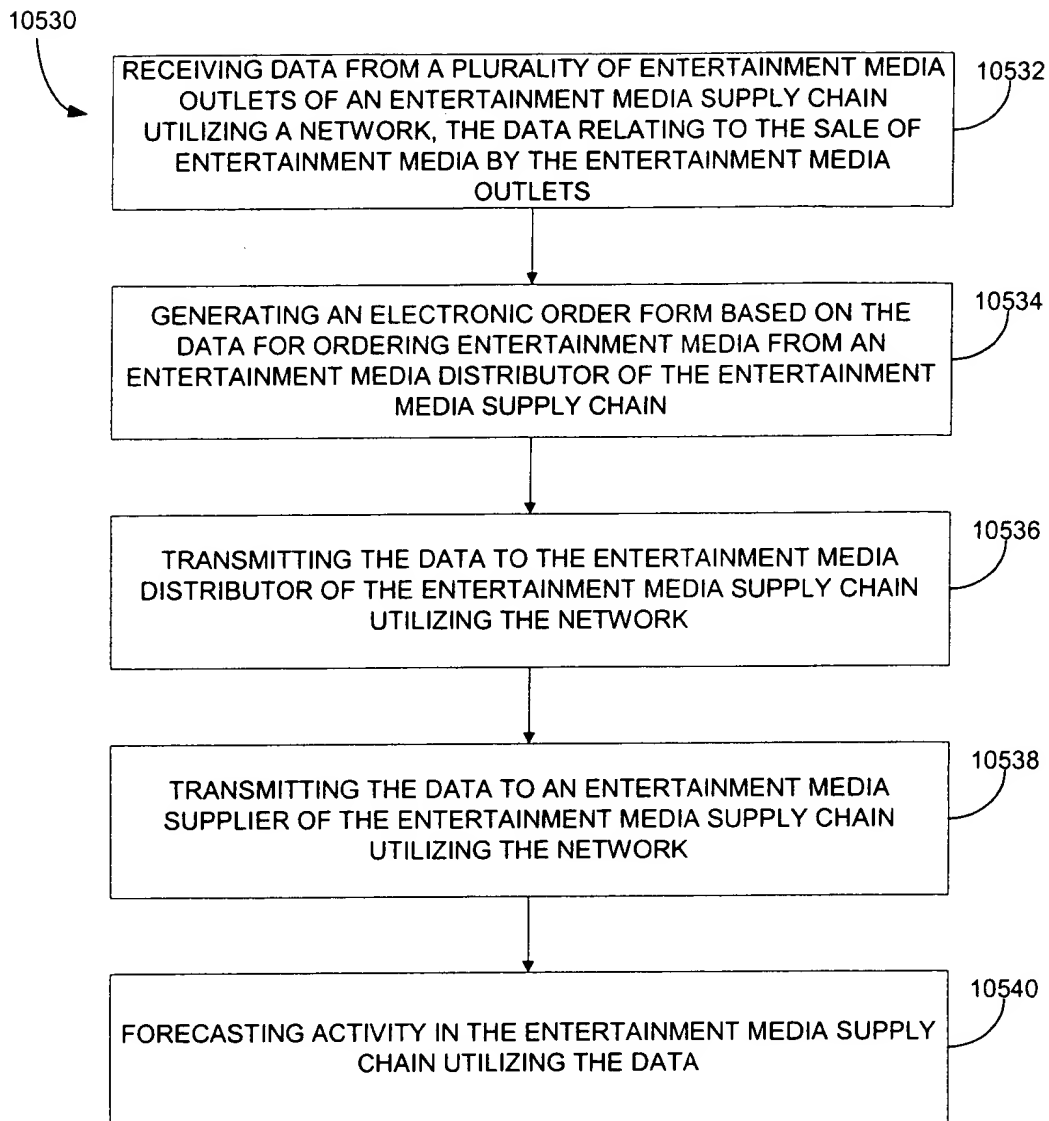


FIG. 105

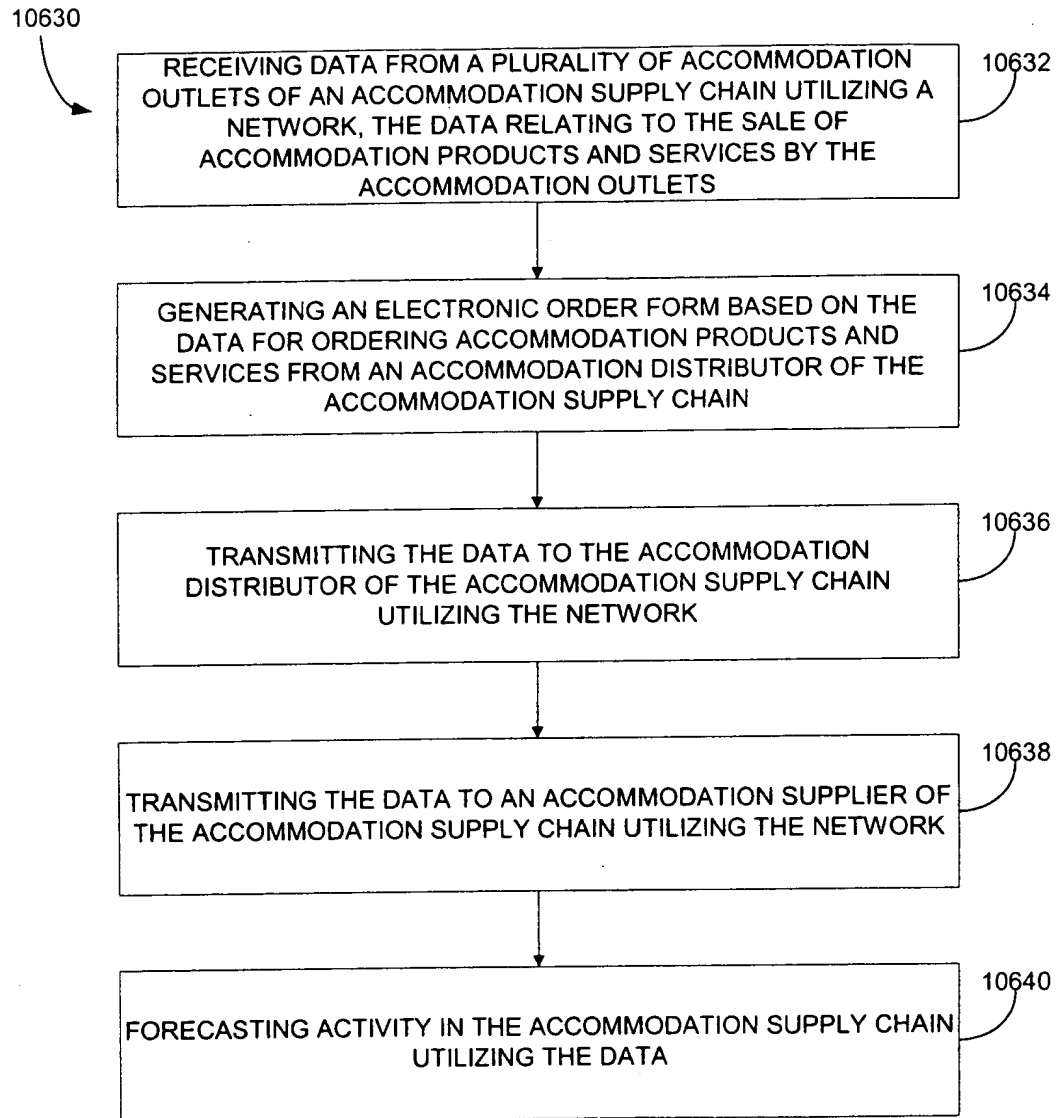


FIG. 106

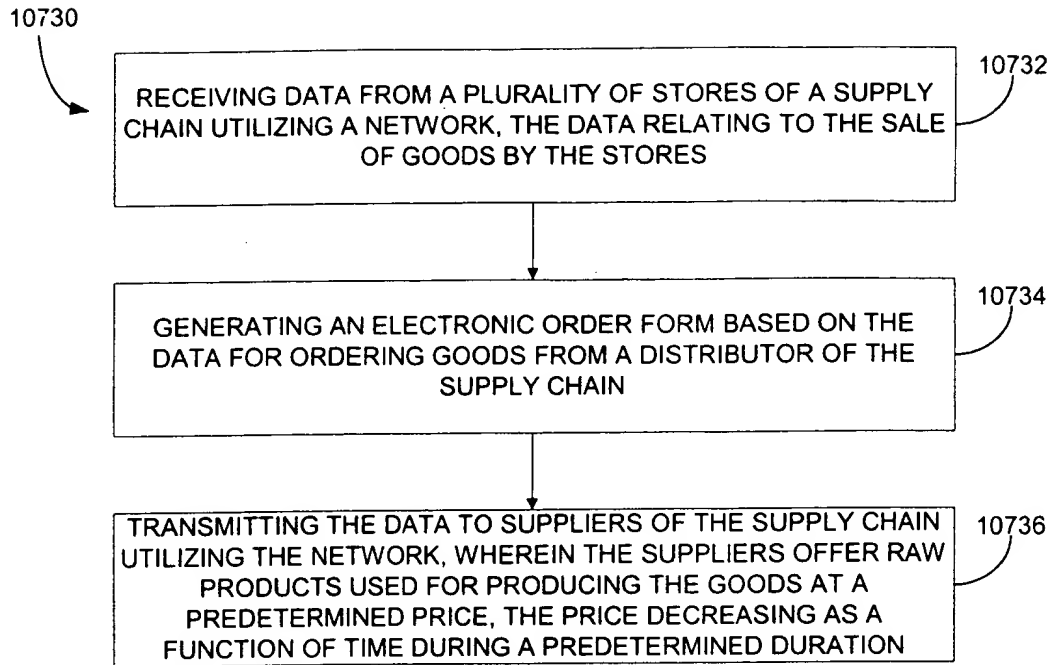


FIG. 107

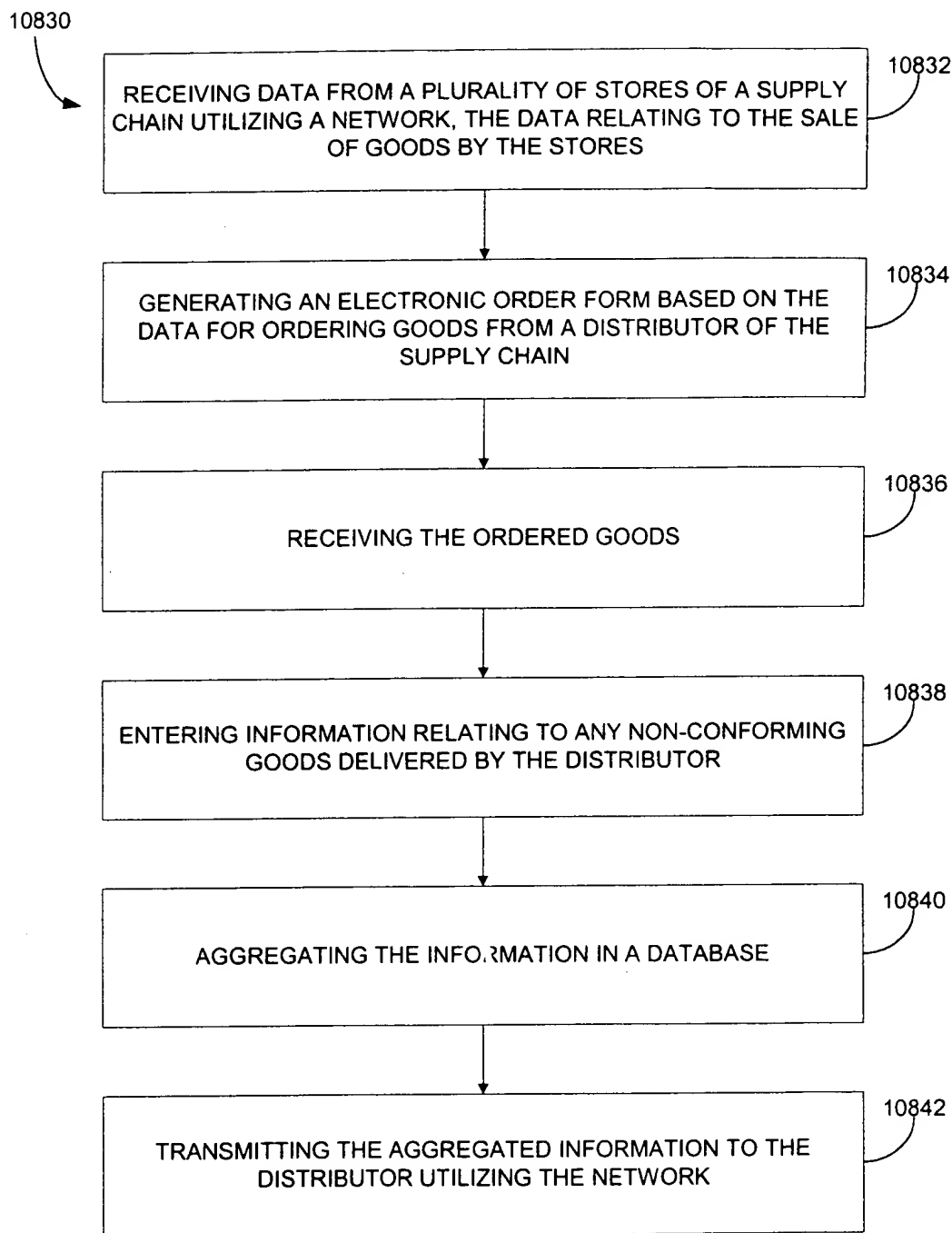


FIG. 108



10900

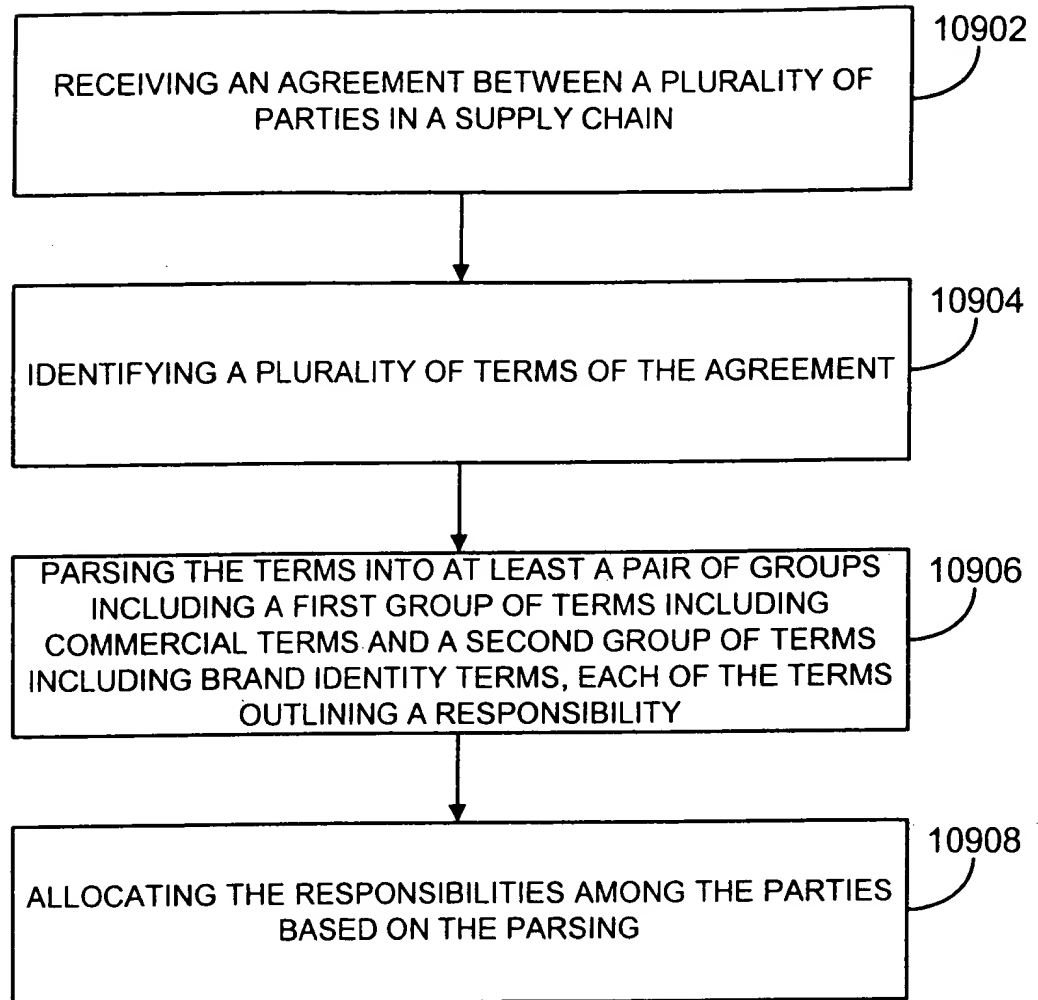


FIG. 109

11000

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11002

DETERMINING PRODUCT SUPPLY PARAMETERS CORRESPONDING TO EACH SUPPLY CHAIN PARTICIPANT BASED ON INFORMATION INCLUDING THE DATA

11004

COMMUNICATING CORRESPONDING PRODUCT SUPPLY PARAMETERS TO AT LEAST ONE SUPPLY CHAIN PARTICIPANT

11006

FIG. 110

11100

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102

DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104

APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

FIG. 111

11200

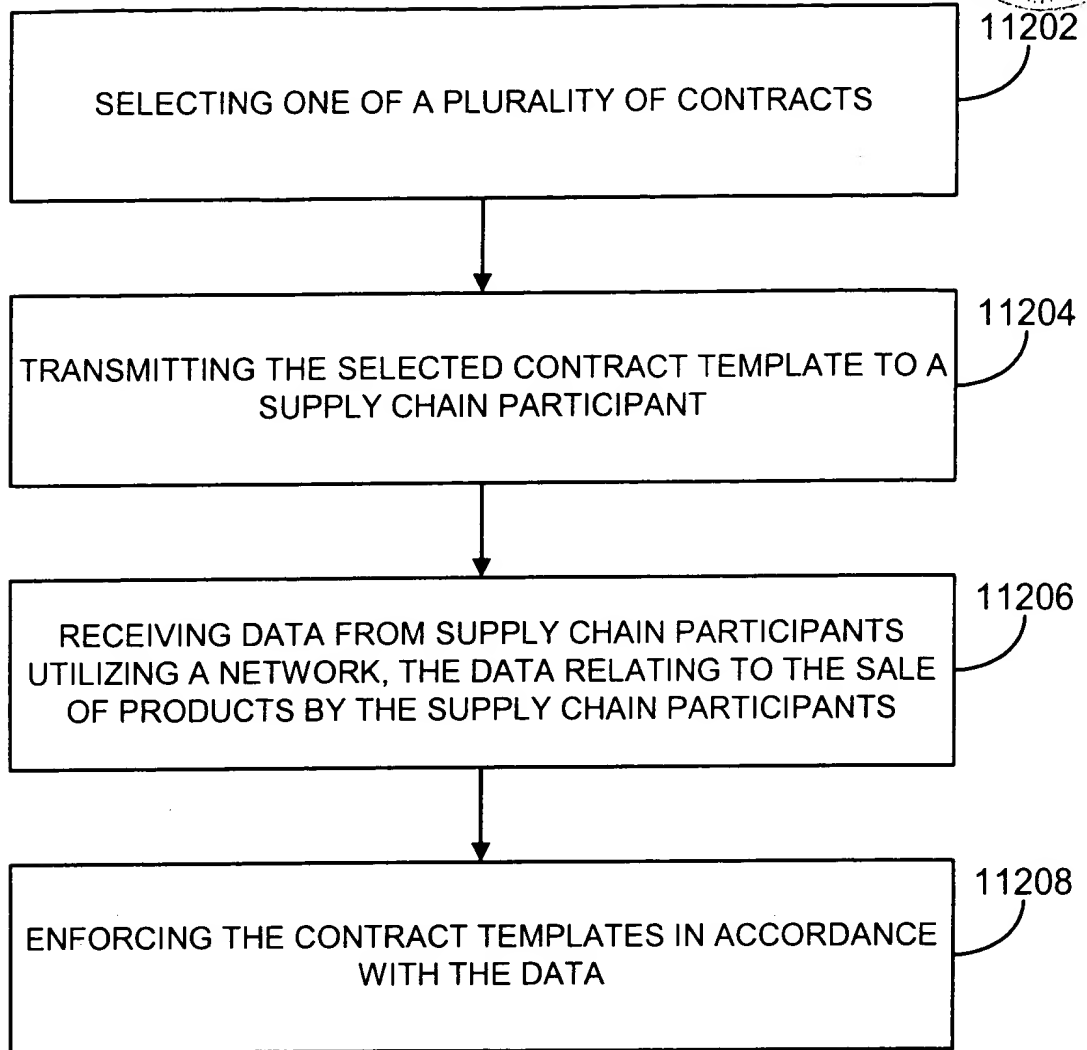


FIG. 112



11300

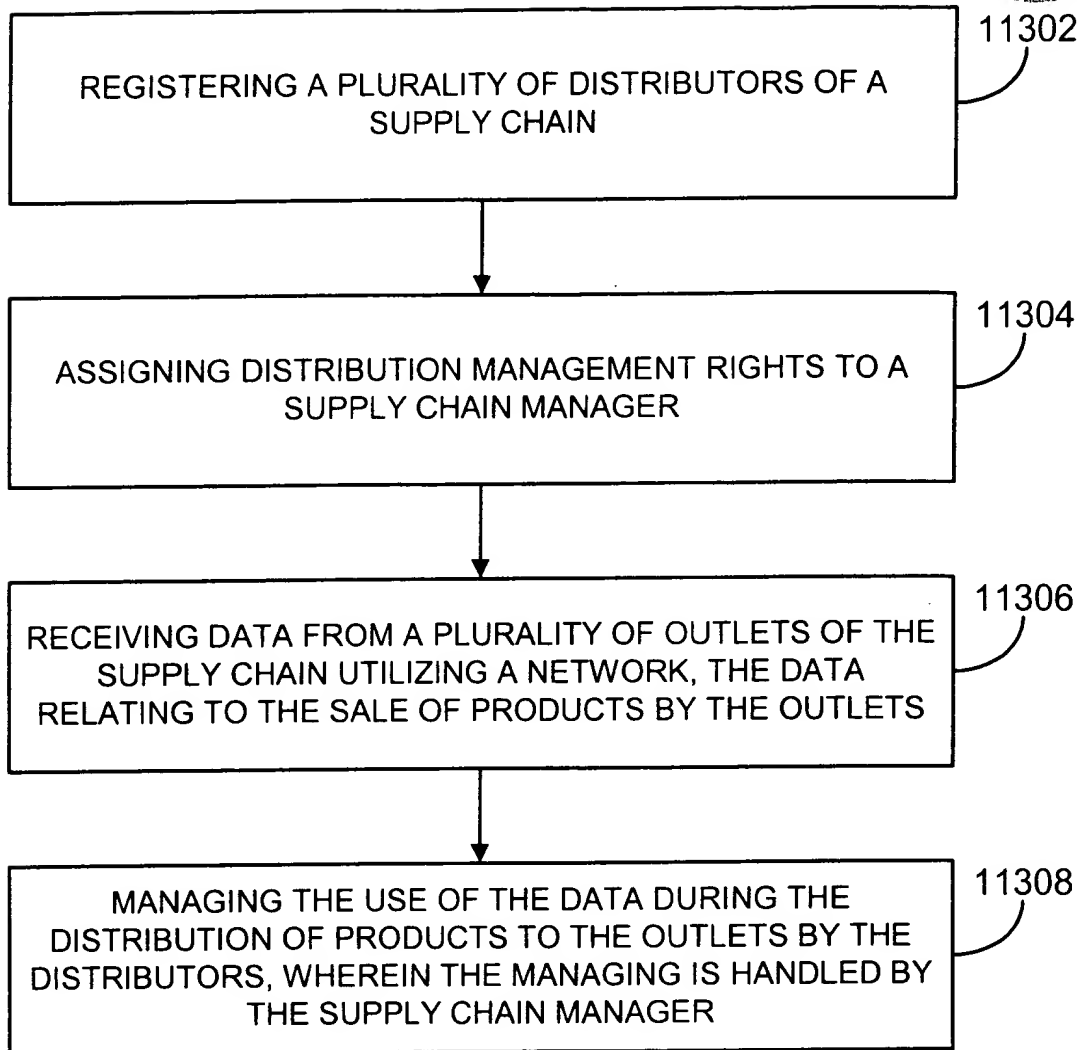


FIG. 113

11400



REGISTERING A PLURALITY OF DISTRIBUTORS OF A
SUPPLY CHAIN

11402

ORGANIZING AND ASSIGNING, THROUGH A SUPPLY CHAIN
MANAGER, A LOCAL DISTRIBUTION COMMITTEE FOR EACH
DISTRIBUTOR

11404

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF THE
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

11406

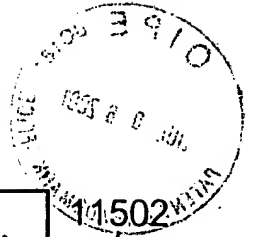
TRANSMITTING THE DATA TO EACH OF THE DISTRIBUTORS
VIA THE CORRESPONDING LOCAL DISTRIBUTION
COMMITTEE UTILIZING THE NETWORK

11408

FIG. 114



11500



COLLECTING DATA FROM A PLURALITY OF STORES OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF GOODS BY THE STORES



GENERATING ELECTRONIC ORDER FORMS BASED ON THE
DATA FOR ORDERING GOODS FROM A PLURALITY OF
DISTRIBUTORS OF THE SUPPLY CHAIN



SENDING THE ELECTRONIC ORDER FORMS TO THE
DISTRIBUTORS UTILIZING THE NETWORK



RECEIVING INVOICES FROM THE DISTRIBUTORS UTILIZING
THE NETWORK



CALCULATING A PRICE FOR THE GOODS UTILIZING THE
ELECTRONIC ORDER FORMS AND THE INVOICES



AUDITING THE PRICE

FIG. 115



11600

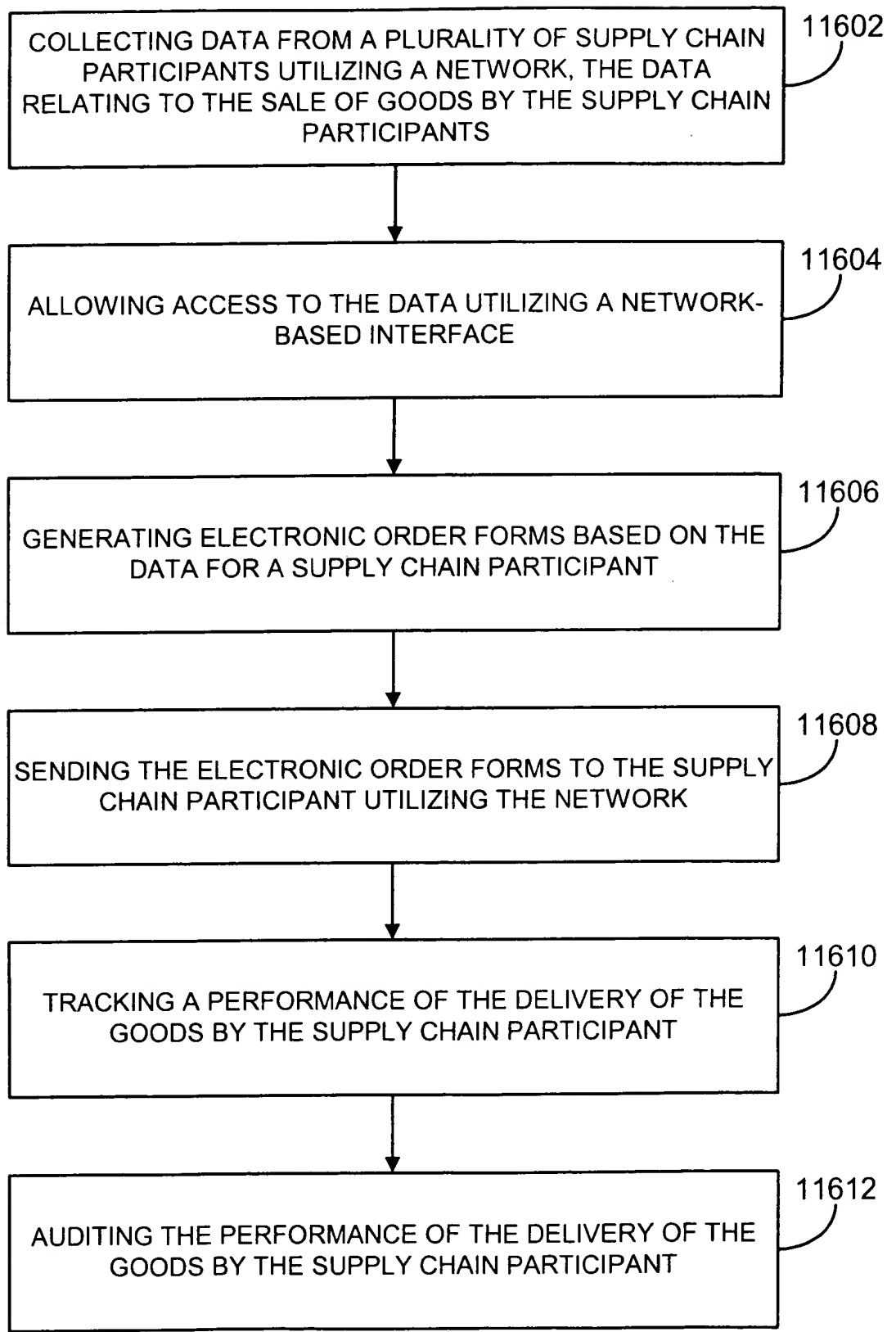


FIG. 116



11700

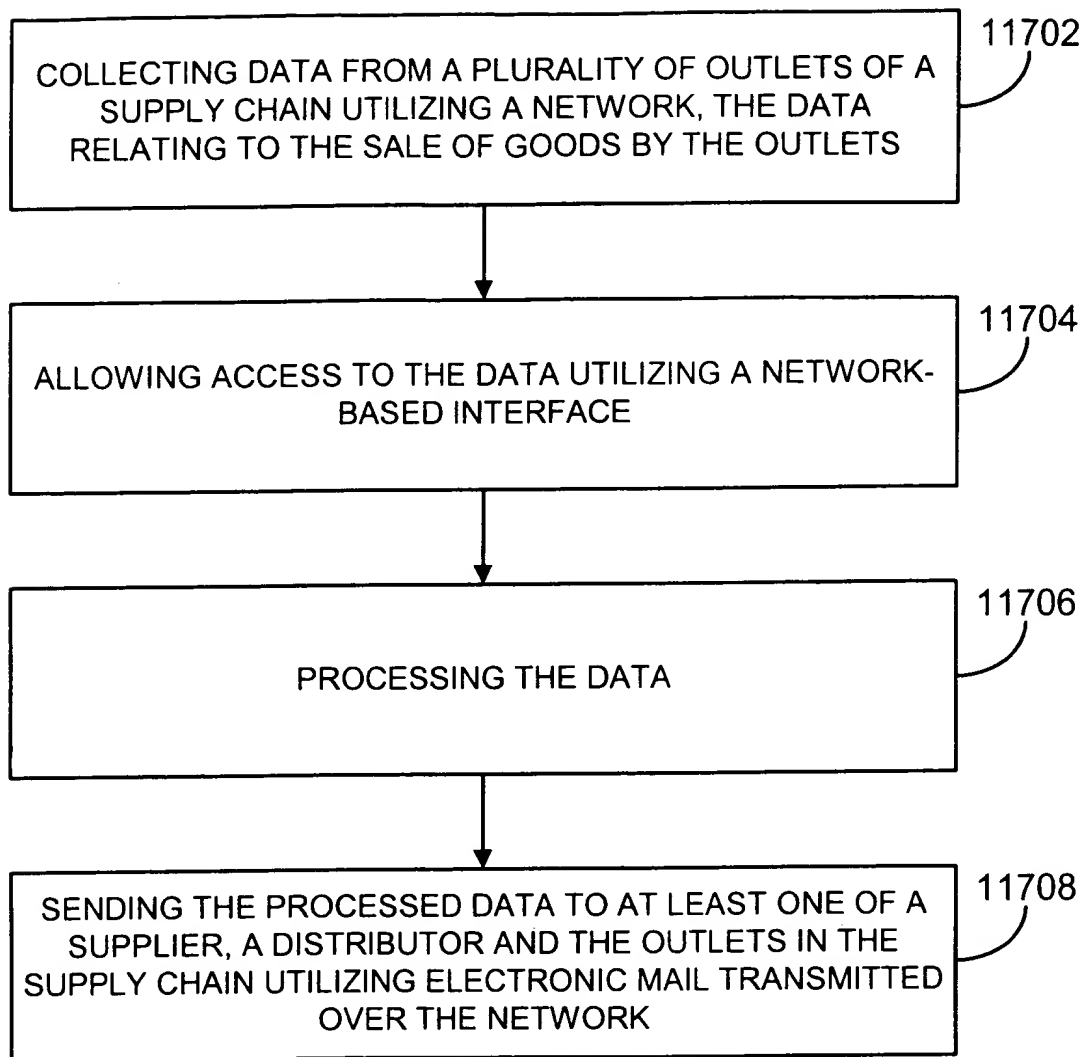


FIG. 117



11800

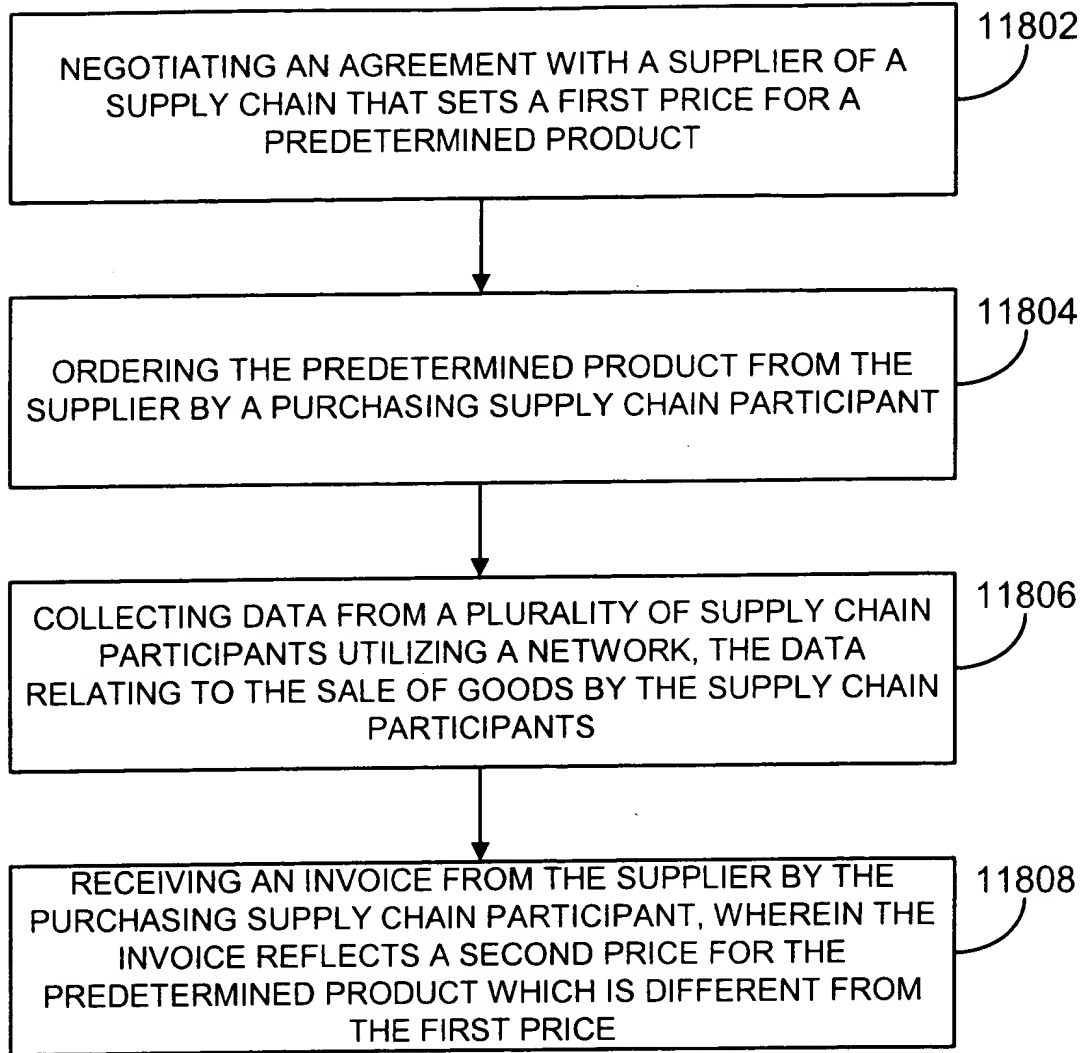


FIG. 118

11900



RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE
OUTLETS

11902



DETERMINING A MAXIMUM ACCEPTABLE AMOUNT OF LOSS

11904



TRANSLATING THE MAXIMUM ACCEPTABLE AMOUNT OF
LOSS TO ACCEPTABLE ORDERING STANDARDS

11906



GENERATING AN ELECTRONIC ORDER FORM BASED ON
THE DATA AND THE ACCEPTABLE ORDERING STANDARDS
FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE
SUPPLY CHAIN

11908

FIG. 119





12000



RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE
OUTLETS

12002



GENERATING ELECTRONIC ORDER FORMS BASED ON THE
DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF
THE SUPPLY CHAIN, WHEREIN THE ELECTRONIC ORDER
FORMS INDICATE AN AMOUNT OF THE PRODUCTS
ORDERED BY EACH OUTLET

12004



TRACKING AN AMOUNT AND A LOCATION OF THE
PRODUCTS UTILIZING THE DATA AND THE FORMS

12006

FIG. 120

FIG. 120 is a flowchart illustrating a process for receiving data from a plurality of outlets of a supply chain, generating electronic order forms based on the data, and tracking an amount and a location of the products utilizing the data and the forms.



12100

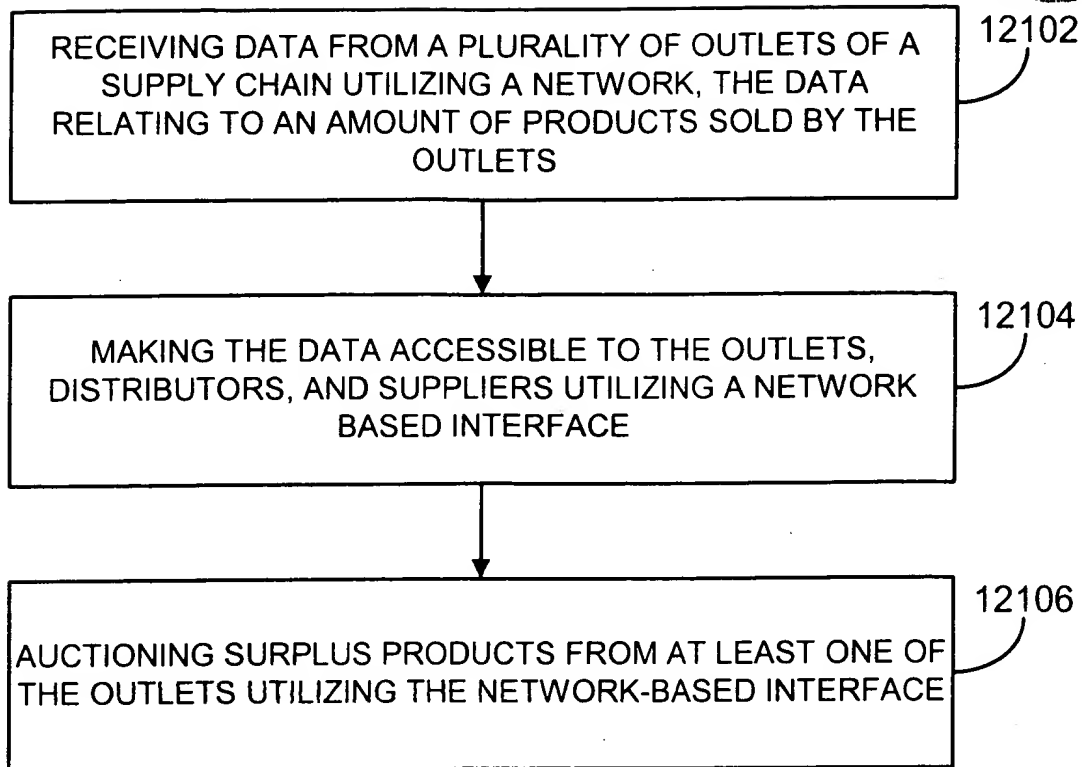


FIG. 121

12200

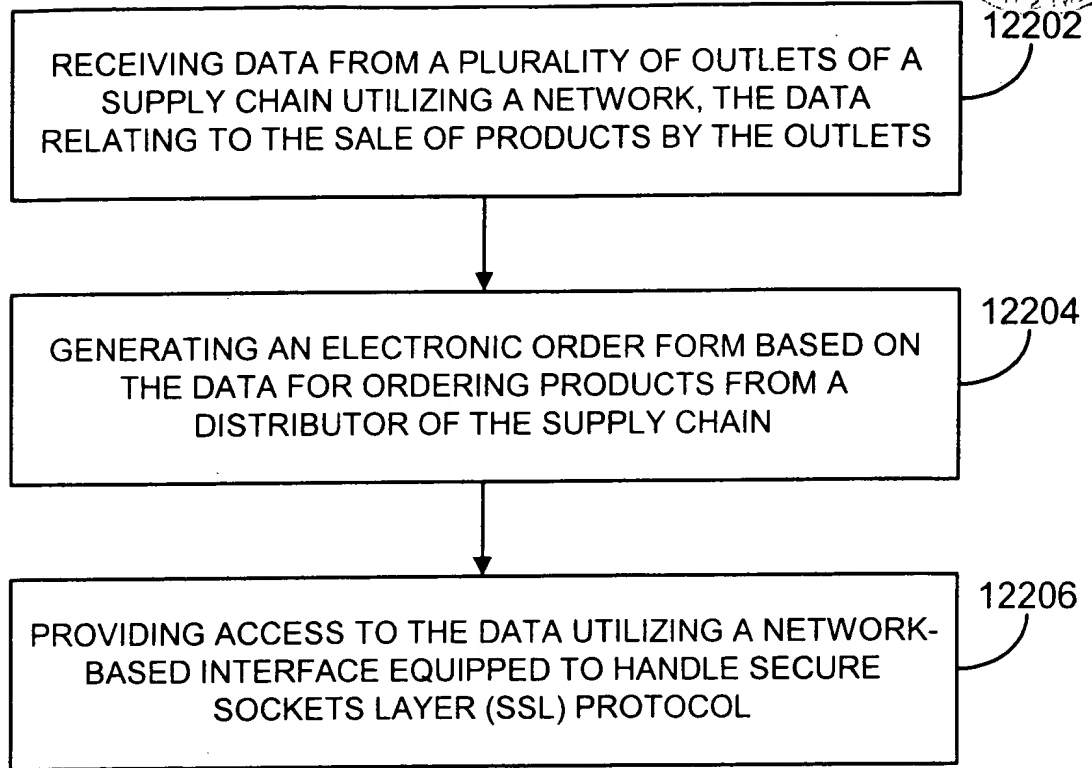
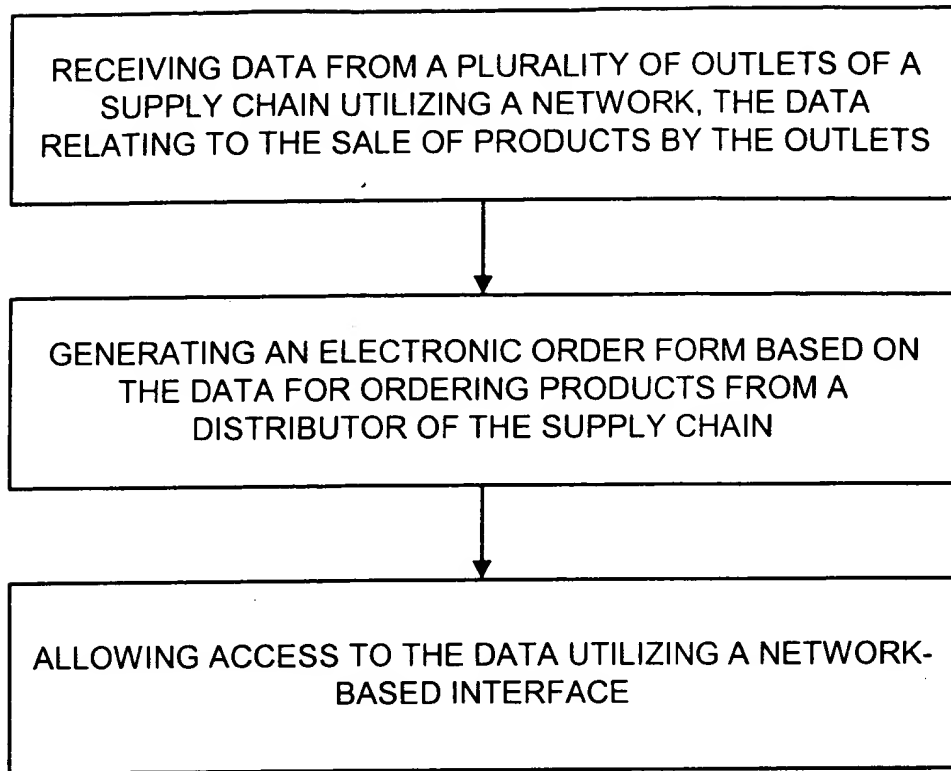


FIG. 122

12300



12302

12304

12306

FIG. 123





12400

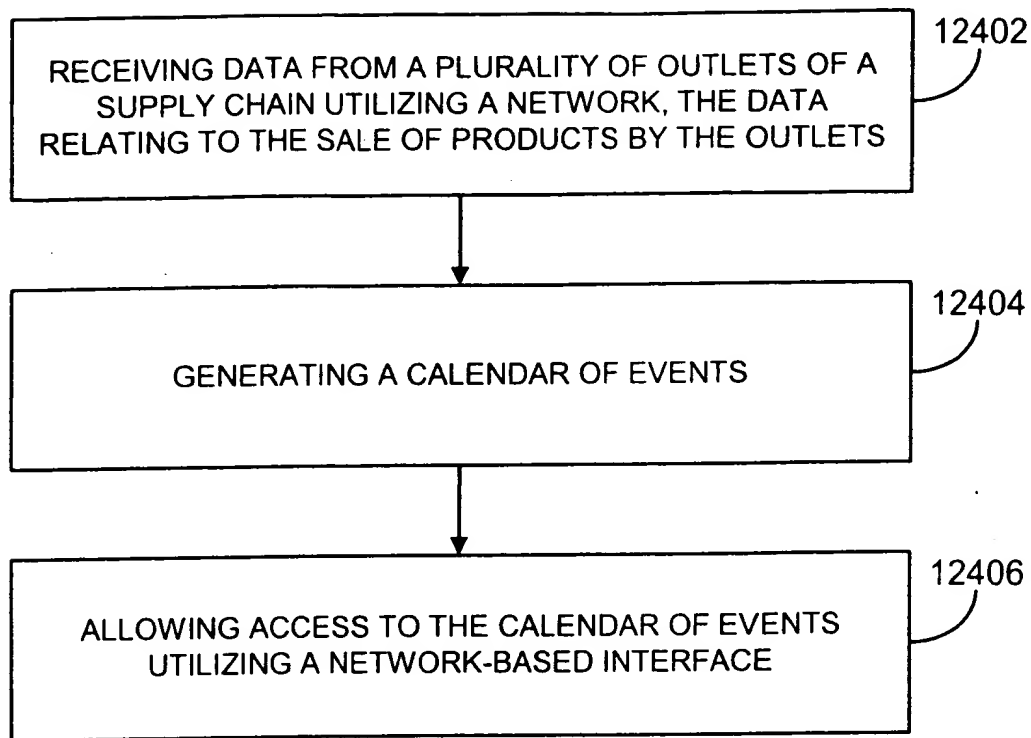


FIG. 124



12500

12502

Supply Patronage Sales/Inv Utilities Window

Supplier
Supplier Site
Distributor
DC

Least Cost Contract

Item Items ...

FIG. 125

12600

12602

Sort Print New

FIG. 126

12700

12702

Item Desc: [text box]

Item Number: [text box]

Product Cat Code: [dropdown menu]

Status Code: Active [dropdown menu]

Item Rank: [dropdown menu]

FIG. 127

FIG. 125 126 127

12800

12800



Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128





12900



FIG. 129

13000

Supplier Item Desc:		Item No:	
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No	Tie Qty:	
Items per Case:	5000	High Qty:	
Innerpack Contents:	5/1000	Cases Per Pallet:	
Item Size:		Stacking Allowed:	
Case Length:		Universal Product Code:	
Case Width:		Cases Per Truckload:	1350
Case Depth:		Net Weight:	39.00
Case Dimension U/M:	INCH(S)	Gross Weight:	39.00
Item Cube:	0.95 CUBIC FEET	Weight U/M:	POUND(S)
Item Shelf Life:		BarCode:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130



13100

Site Information	Site Id: 17355	Site Role: FOB Shipping Point
Site Name:	TYSON FOODS - NEW HOLLAND, PA	

13102

FIG. 131

13200

Site Information	Site Id: 16	FOB Shipping Point
Name:	AMERISERVE-FARMINGDALE, NY	Railroad Name:
Status:	Active <input checked="" type="checkbox"/>	Rail Sidings:

FIG. 132



13300

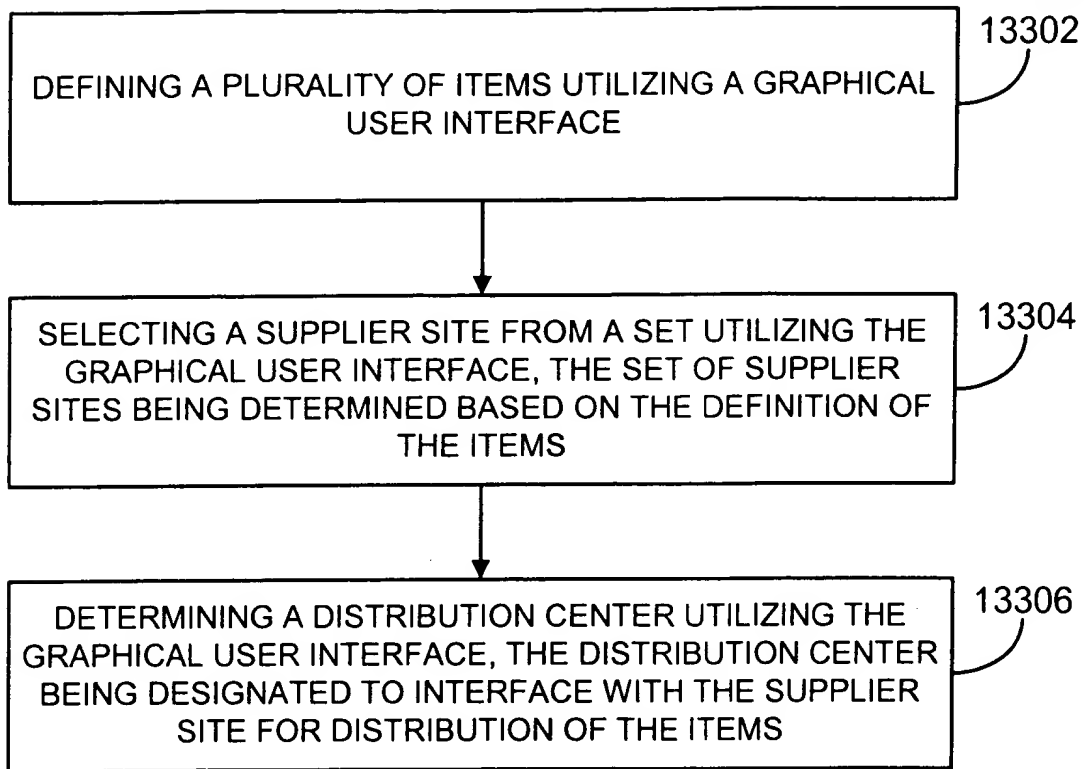


FIG. 133

FIG. 137

13800



FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S	Pallet	
1	TRUCKLOAD(S	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

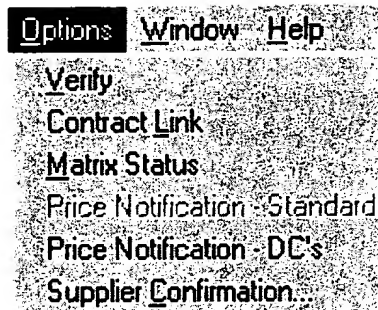


FIG. 141

14300

<u>C</u> ost	▶	Edit / View ...	F3
Commodities	▶	New (using previous matrix) ...	F4
		New (build matrix)	F5
<u>V</u> endor Rating	▶		
Contact <u>M</u> anagement	▶	Multi Item Price Notification ...	

FIG. 143



FIG. 138

FIG. 139

FIG. 140

FIG. 141

FIG. 142

FIG. 143

14400

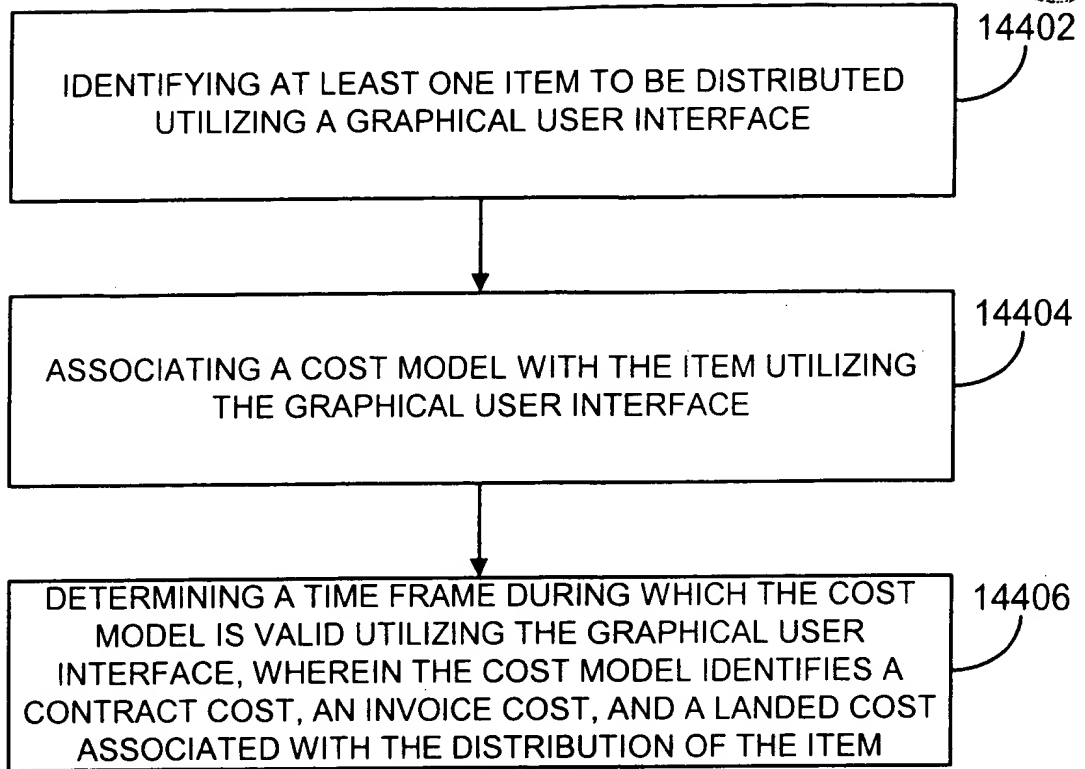


FIG. 144



14500



FIG. 145

14600

Contract ID:	673 - TYSON FOODS	
Initial Buyer Name:	Jamie Hersh	Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date:	05/15/98
Contract End Date:	12/31/02
Execution Date:	5/15/98
Effective:	Shipment Date
Payment Terms:	Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150



15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF WHOPPER JR. 2.8 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

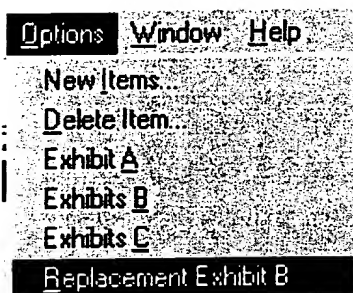


FIG. 152

15300



FIG. 153



15400

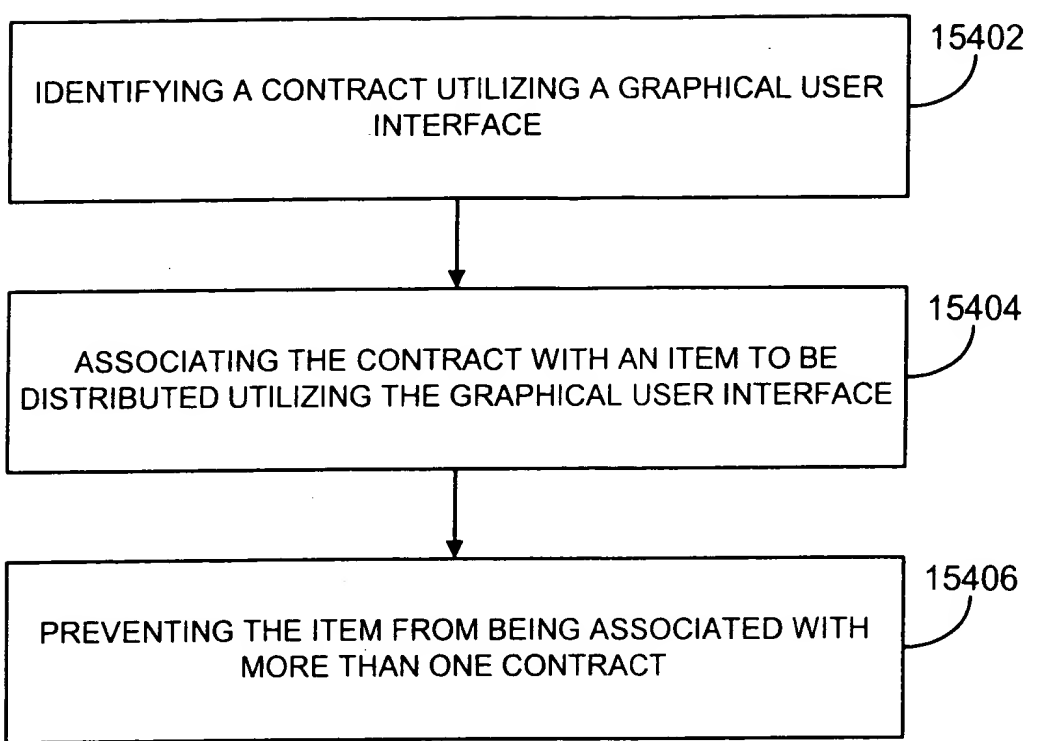


FIG. 154

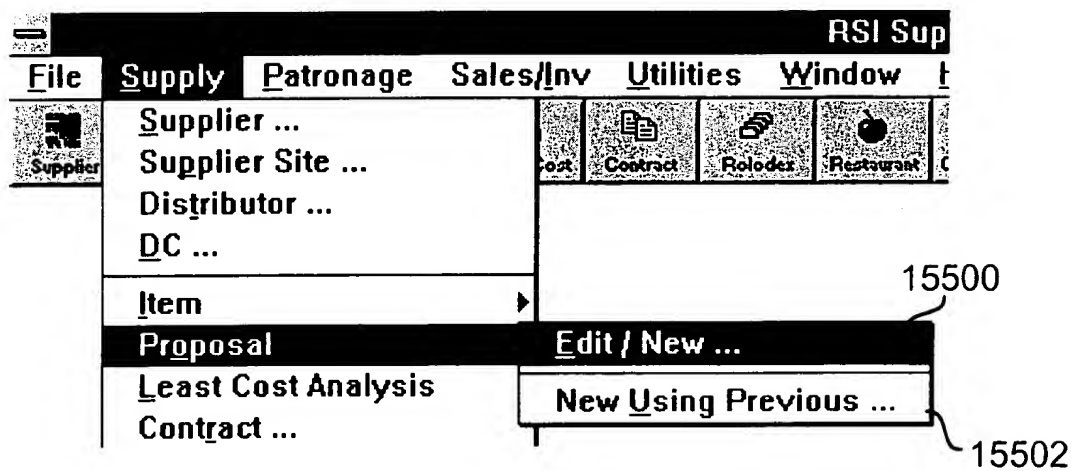


FIG. 155

15600



Proposal - Foam Hot Cups & Polystyrene Lids															
Main Info	Items	Suppliers	DCs												
Proposal Information <table border="0"> <tr> <td>Proposal ID:</td> <td>1021</td> <td>Proposal Due Date:</td> <td>06/12/97</td> </tr> <tr> <td>Proposal Name:</td> <td>Foam Hot Cups & Polystyrene Lids</td> <td>Contract Begin Date:</td> <td>07/01/97</td> </tr> <tr> <td>Buyer Name:</td> <td>Dennis Clabby</td> <td>Contract End Date:</td> <td>06/30/98</td> </tr> </table>				Proposal ID:	1021	Proposal Due Date:	06/12/97	Proposal Name:	Foam Hot Cups & Polystyrene Lids	Contract Begin Date:	07/01/97	Buyer Name:	Dennis Clabby	Contract End Date:	06/30/98
Proposal ID:	1021	Proposal Due Date:	06/12/97												
Proposal Name:	Foam Hot Cups & Polystyrene Lids	Contract Begin Date:	07/01/97												
Buyer Name:	Dennis Clabby	Contract End Date:	06/30/98												
Actions <table border="1"> <thead> <tr> <th>#</th> <th>Date</th> <th>Action Description</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>05/28/97</td> <td>Sent this bid to Dart and also sent a request for information to WinCup.</td> </tr> </tbody> </table>				#	Date	Action Description	1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.						
#	Date	Action Description													
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.													

FIG. 156



15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Man Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid

Search Query Reset

Query Values

Item Description
CUP-HOT

2 Rows Selected

Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

> >> << <

FIG. 158



15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description	
CUP-HOT 12 OZ (PAPER)	DRY
CUP-HOT 16 OZ (PAPER)	DRY
CUP-HOT 8 OZ (PAPER)	DRY

15902

15904

15906

15908

Item Description
CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (DRY)
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

FIG. 159

16000

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description
MAYO-BULK

FOB Price Component

Mayonaise Components

(None Selected)

Generic FOB Pricing

Mayonaise Components

FIG. 160



FIG. 161

[illegible]



16200

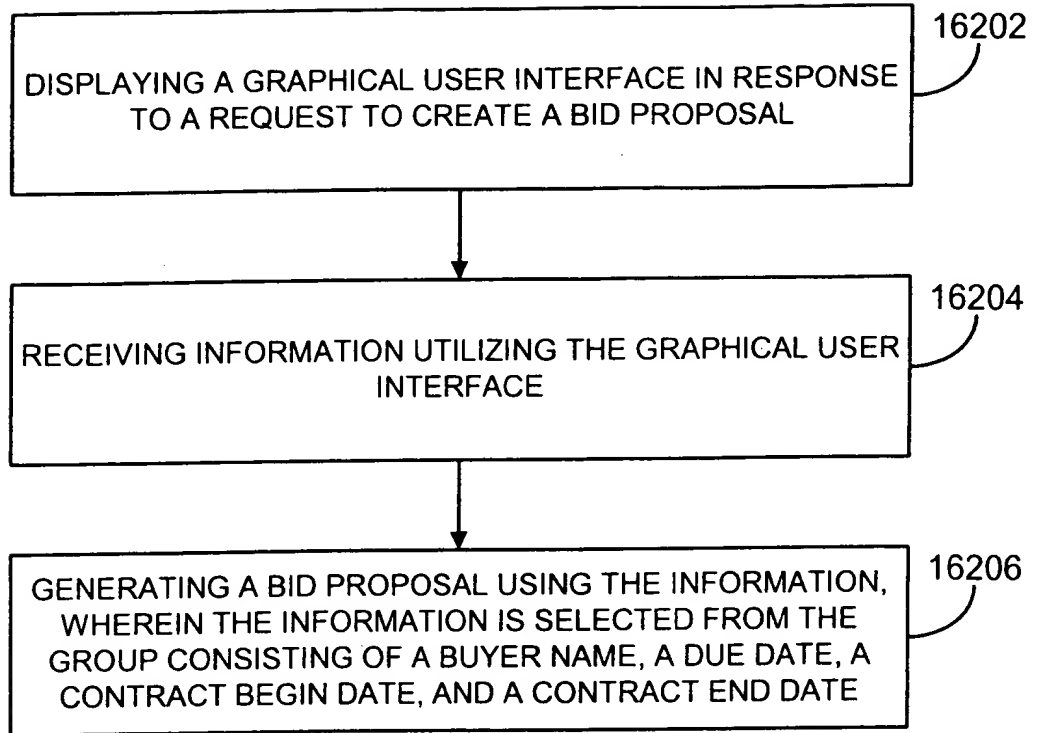


FIG. 162



16300



FIG. 163

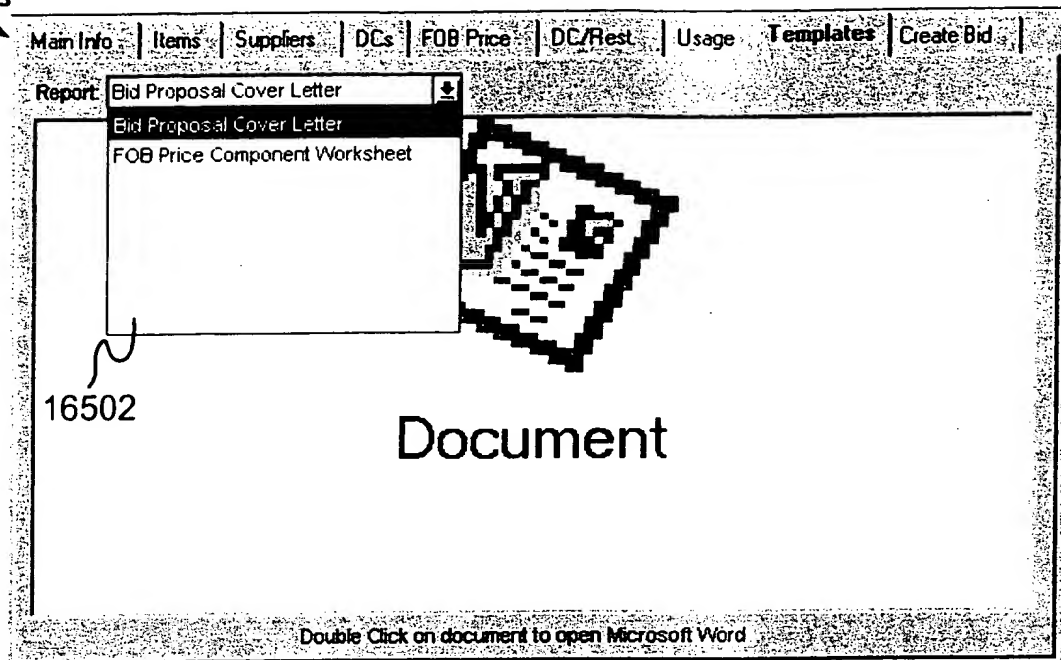
16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
Bid Proposal Cover Letter	?		Y
General Terms and Conditions		?	N
Usage Estimates	?		N
Supplier Facility Worksheets	?		N
Item Information Worksheets	?		N
Sample Supply Agreement		?	N
BK Specification Request		?	N
FOB Price Component		?	Y
Truckload Freight Worksheet	?		N
LTL Freight Worksheet	?		N

FIG. 164



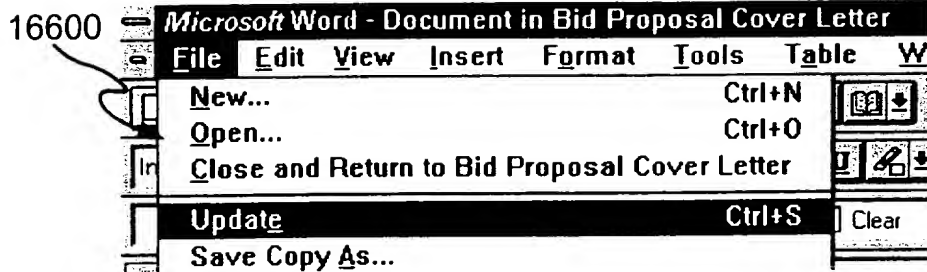
16500



16502

Document

FIG. 165



16600

FIG. 166



16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Create Bid

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

General	Cost
Bid Proposal Cover Letter <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>
General Terms & Conditions <input checked="" type="checkbox"/>	Truckload Freight Worksheet <input checked="" type="checkbox"/>
Usage Estimates <input checked="" type="checkbox"/>	LTL Freight Worksheet <input checked="" type="checkbox"/>
Supplier Facility Worksheet <input checked="" type="checkbox"/>	
Item Information Worksheet <input checked="" type="checkbox"/>	
Sample Supply Agreement <input checked="" type="checkbox"/>	
BK Specification Request <input checked="" type="checkbox"/>	

* LTL Freight Worksheet will be printed by system if necessary

Blank Sheets

Supplier Facility Worksheet <input checked="" type="checkbox"/>
Item Information Worksheet <input checked="" type="checkbox"/>
FOB Price Component Worksheet <input checked="" type="checkbox"/>
Truckload Freight Worksheet <input checked="" type="checkbox"/>
LTL Freight Worksheet <input checked="" type="checkbox"/>

FIG. 167

16800

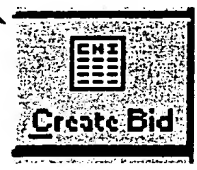


FIG. 168

16900

Report: 7/2/97

Item Information Worksheet	Supplier: (all)
Bid Proposal Cover Letter	Restaurant Services, Inc. Item Information Worksheet ATTY DS
FOB Price Component Worksheet	
General Terms & Conditions	
Item Information Worksheet	
LTL Freight Worksheet	
Sample Supply Agreement	
Supplier Facility Worksheet	

FIG. 169



17000

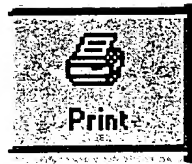


FIG. 170

17100



FIG. 171

U.S. PATENT & TRADEMARK OFFICE

17200



IDENTIFYING A PROPOSAL UTILIZING A GRAPHICAL USER
INTERFACE

17202



INDICATING A PLURALITY OF COMPONENTS OF THE
PROPOSAL UTILIZING THE GRAPHICAL USER INTERFACE

17204



ALLOWING THE SELECTION OF THE COMPONENTS
UTILIZING THE GRAPHICAL USER INTERFACE

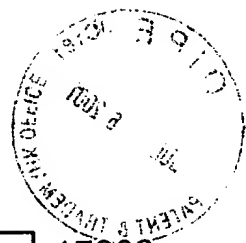
17206



CREATING A PROPOSAL UTILIZING THE SELECTED
COMPONENTS

17208

FIG. 172





17300

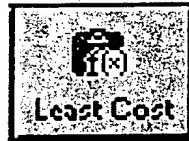


FIG. 173

17400

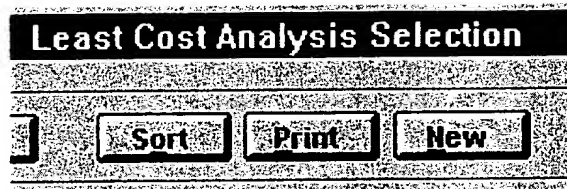


FIG. 174

17500

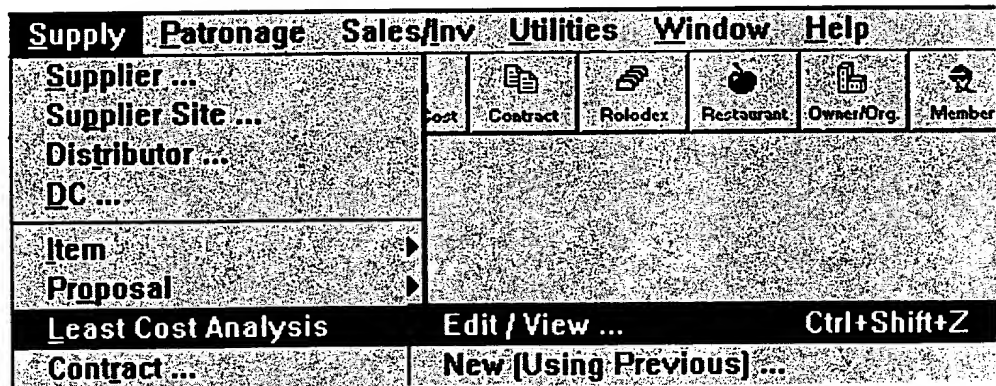


FIG. 175



Bid Proposal Name:	(None)	↓
	Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)	
	Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)	

17600

FIG. 176

17600



17700

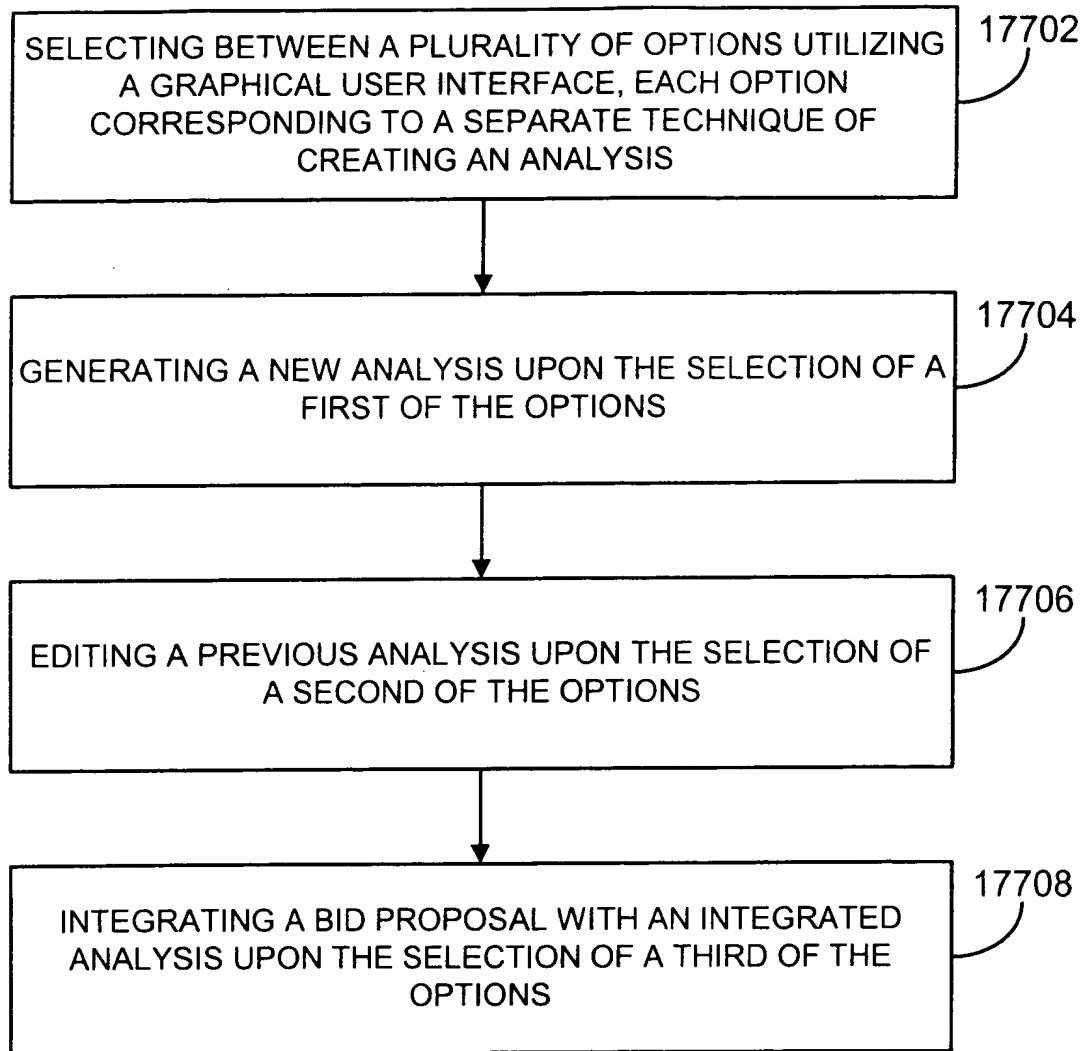


FIG. 177



17800



Analysis Name:	Hash Brown Actual		
Analysis ID:	1036		
Buyer:	Dennis Clabby		
Period of Agreement:	10/1/97	THRU	9/30/98
Unit Of Measure:	CASE(S)		

FIG. 178

17900



Version (1) of (9)		Base version
What is the max # of FOB points to allocate to each DC ?	One FOB	
What is pricing method for this version ?	FOB + Freight	
What is the RSI Invoice FOB Upcharge (Downcharge) ?	0.0000	
Override RDC Truckload Validation ?	No	
Solution Strategy:	Standard	
Last Revision:	9/15/97 1:04 PM	

FIG. 179



18000

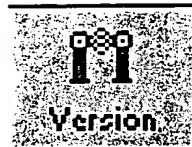


FIG. 180

18100

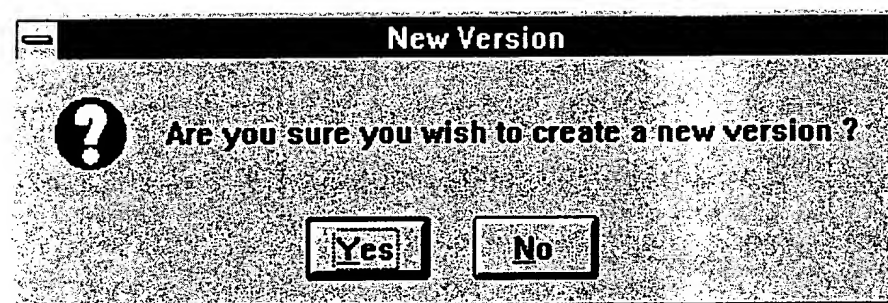


FIG. 181

Patent & Trade Mark
OLB E 30161 20170
7000 2 10 104



18200

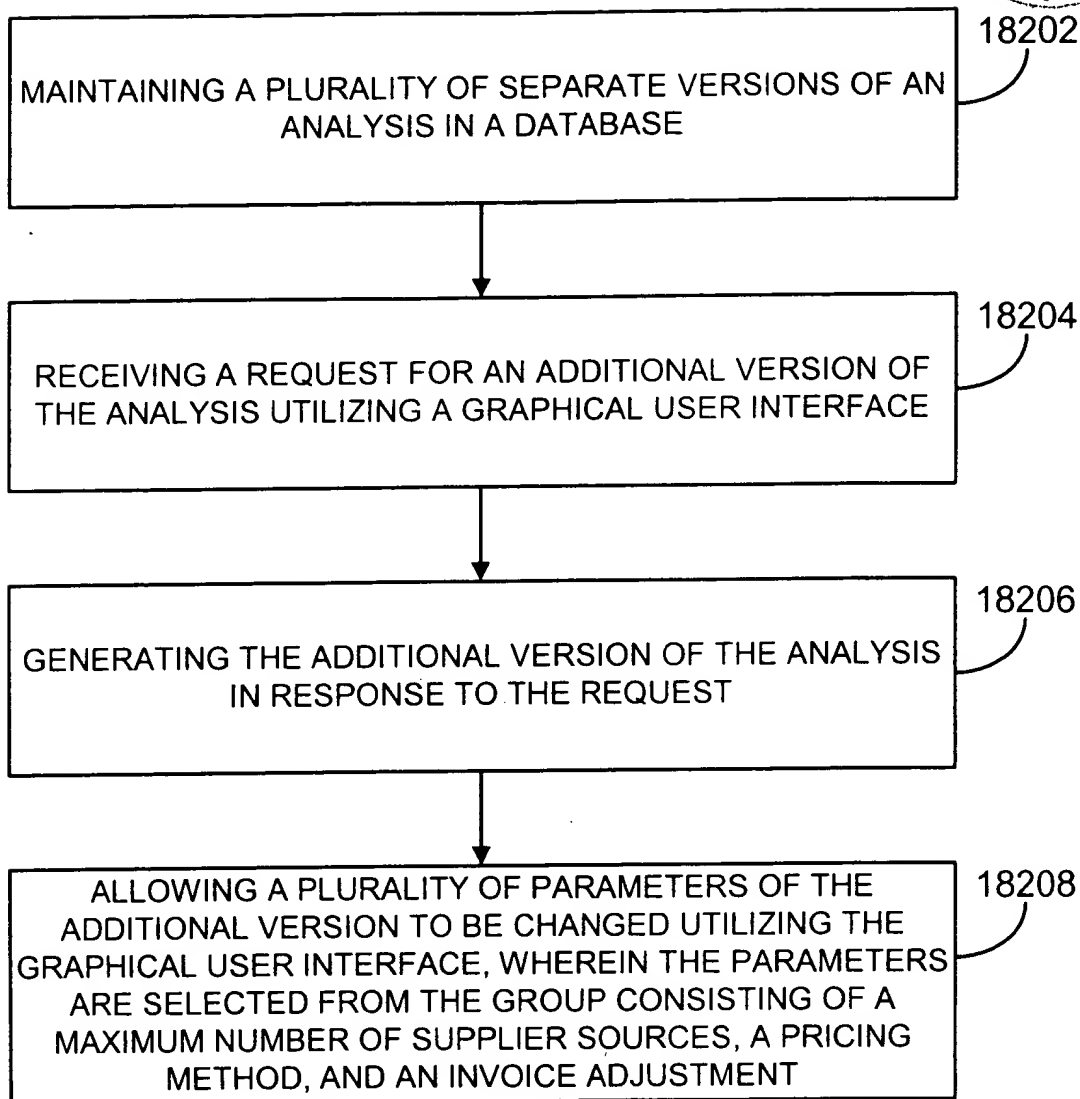
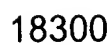


FIG. 182



Search	Query	Reset
--------	-------	-------

Query Values

Supplier FOB
DOP

7 Rows Selected

Supplier FOB
DOPACO-DOWNINGTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183



18600



Item Description		Supplier FOB	
CUP-COLD 16 OZ		DOPACO-DOWNINGTOWN, PA	
CUP-COLD 22 OZ		DOPACO-DOWNINGTOWN, PA	
CUP-COLD 32 OZ		DOPACO-DOWNINGTOWN, PA	

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory Case Cube:	3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29.28 POUND(S)
Case U/M INCH(S)		Net Weight:	27.28 POUND(S)

FIG. 186

18700



FIG. 187

FIG. 189

FIG. 190

FIG. 190



19100

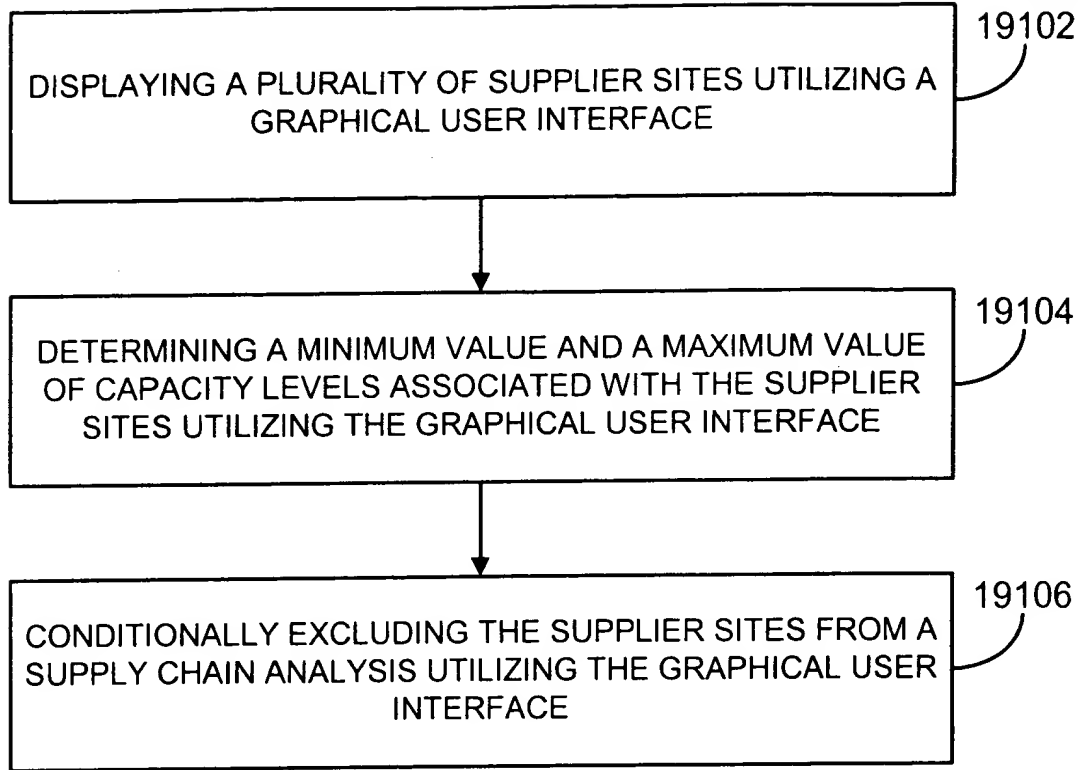


FIG. 191

FIG. 191



19200

Supplier	#	Volume	
HUDSON INDUSTRIES	0		
INTERNATIONAL DIVERSE FOODS	0		
SUPERIOR COFFEE & FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192



19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

19500



Item Description		Supplier FOB	
FRIES-COATED		CAVENDISH-PRINCE EDWARD	
FRIES-COATED		J.R. SIMPLOT COMPANY-HERMISTON	
FRIES-COATED		LAMB-WESTON, INC-PASCO, WA	
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

FIG. 195 is a table showing the distribution of fries-coated products from various suppliers to different distribution centers. The table includes columns for Item Description, Supplier FOB, Distribution Center, Delivered, #, and Volume. The data shows that the products are distributed to five different distribution centers, with the volume of distribution being zero for all centers.



19600

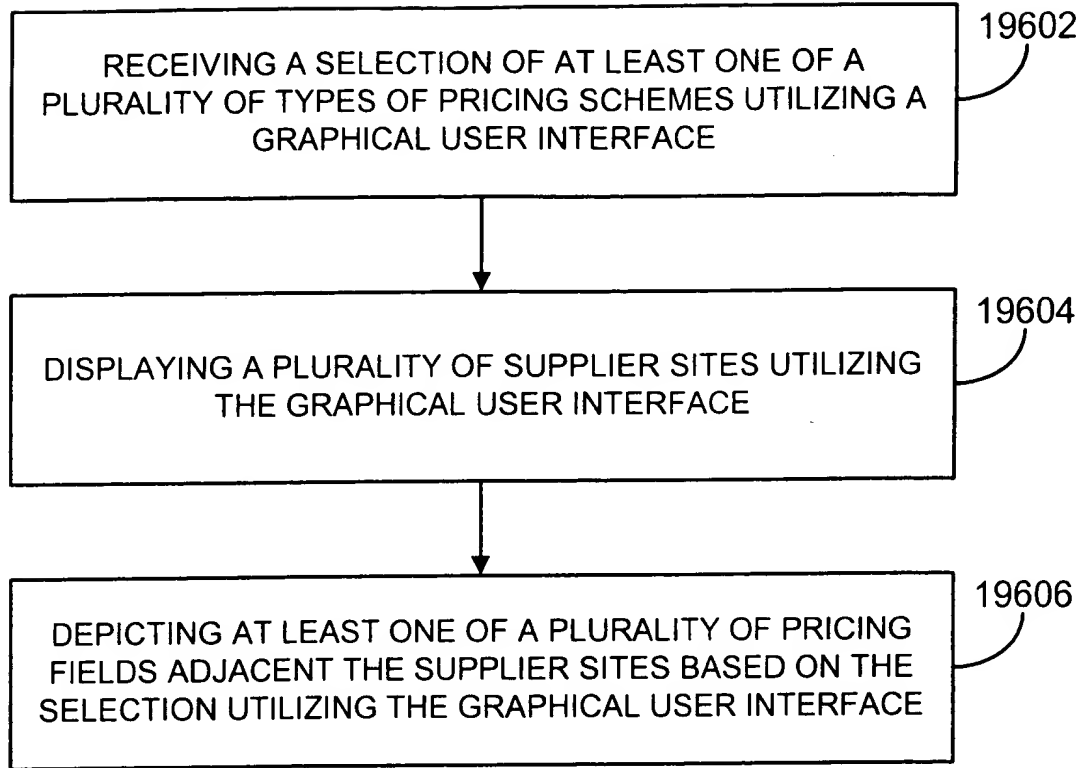


FIG. 196

1. The first step is to identify the key components of the system. This includes understanding the hardware, software, and data involved.



19800

FIG. 198

19900



DISPLAYING A PLURALITY OF SUPPLY CHAIN
DISTRIBUTORS UTILIZING A GRAPHICAL USER INTERFACE

19902



ALLOWING THE ENTRY OF A GROWTH VALUE UTILIZING
THE GRAPHICAL USER INTERFACE

19904



CALCULATING A PROJECTED PARAMETER AMOUNT
ASSOCIATED WITH THE SUPPLY CHAIN DISTRIBUTORS
BASED ON THE GROWTH VALUE

19906

FIG. 199



Patent & Trademark Office



20000

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction		Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE UT	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200

20100

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required <input type="radio"/> Excluded

FIG. 201

20200

Invalid Selection

AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.

FIG. 202



20300

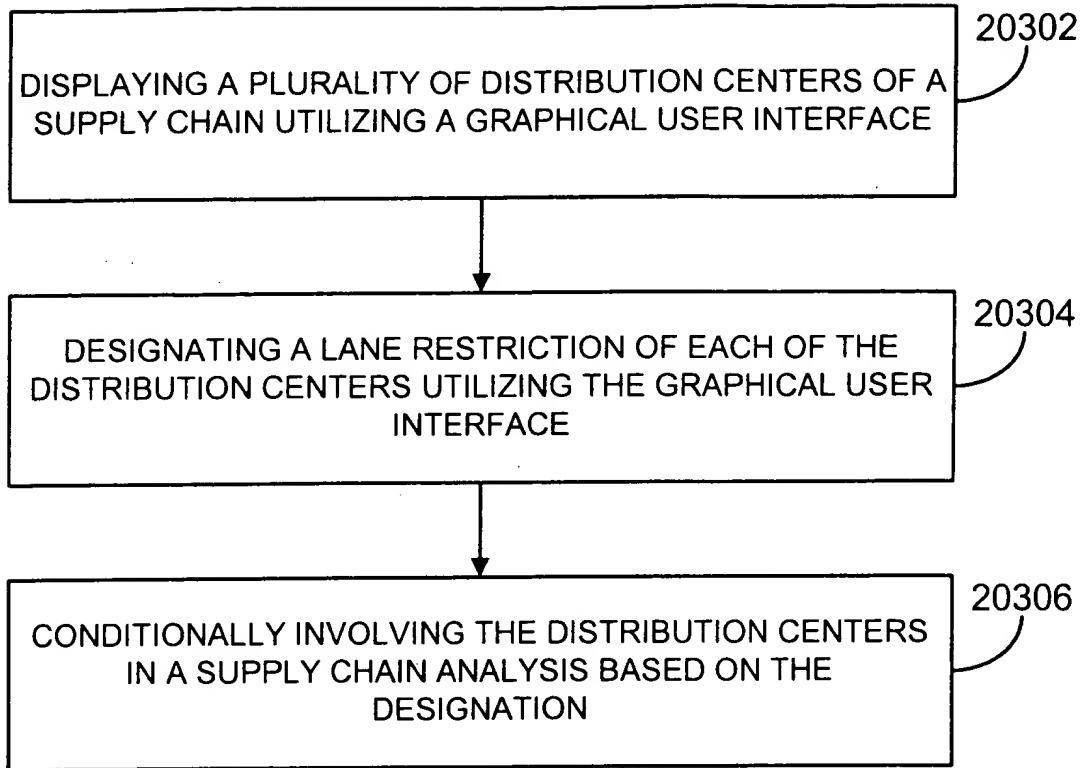


FIG. 203



20400



Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Truckload Freight	Lane Distance
AMERISERVE POST-ALBUQUERQUE	1,617	
AMERISERVE POST-DENVER	1,277	
AMERISERVE POST-SALT LAKE UT	691	

FIG. 204

20500



Supplier FOB		Address	
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904
TYSON FOODS-GREEN FORREST AR	Green Forest	AR	72638
TYSON FOODS-RUSSELVILLE AR	Russellville	AR	72801

Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

FIG. 204 and FIG. 205 are schematic diagrams of a system for determining freight rates. FIG. 204 is a table showing supplier FOB information and distribution center information. FIG. 205 is a table showing distribution center information and weight information.

20600



20602
DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A
SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE



20604
RECEIVING A TRUCKLOAD FREIGHT VALUE IN AN INPUT
FIELD OF THE GRAPHICAL USER INTERFACE



20606
CONVERTING THE TRUCKLOAD FREIGHT VALUE



20608
PERFORMING A SUPPLY CHAIN ANALYSIS USING THE
CONVERTED TRUCKLOAD FREIGHT VALUE

FIG. 206



20700

Analysis Region	Force FOB
MCCABE-PORTLAND/RNW-ANCHORAGE	<input checked="" type="radio"/> Yes <input type="radio"/> No

Distribution Center Name	Site Role
MCCABE QUALITY FOODS-PORTLAND	Corporate & FOB Point
RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point

FIG. 207

20800

DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A
SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

20802

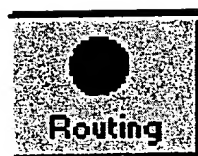
IDENTIFYING A FREE ON BOARD (FOB) POINT ASSOCIATED
WITH A REGION IN WHICH THE DISTRIBUTION CENTERS
RESIDE

20804

FORCING THE DISTRIBUTION CENTERS TO USE THE FOB IN
RESPONSE TO A USER ACTION UTILIZING THE GRAPHICAL
USER INTERFACE

20806

FIG. 208



Report Selection		Report Name
Report Type	Optimal Product Routing	Freight Information Provided
Report Parameters		Freight Information Provided
Supplier	(All)	LTL Routing Grid By Lane
Supplier FOB	(All)	Routing Results By Lane
Distribution Center	(All)	Routing Results By Lane, Item
		Routing Results w/ RDC Breakout By Lane
		Routing Results w/ RDC Breakout By Lane, Item
		TL Freight Variance Analysis
Version	Base Version	

FIG. 210



21100

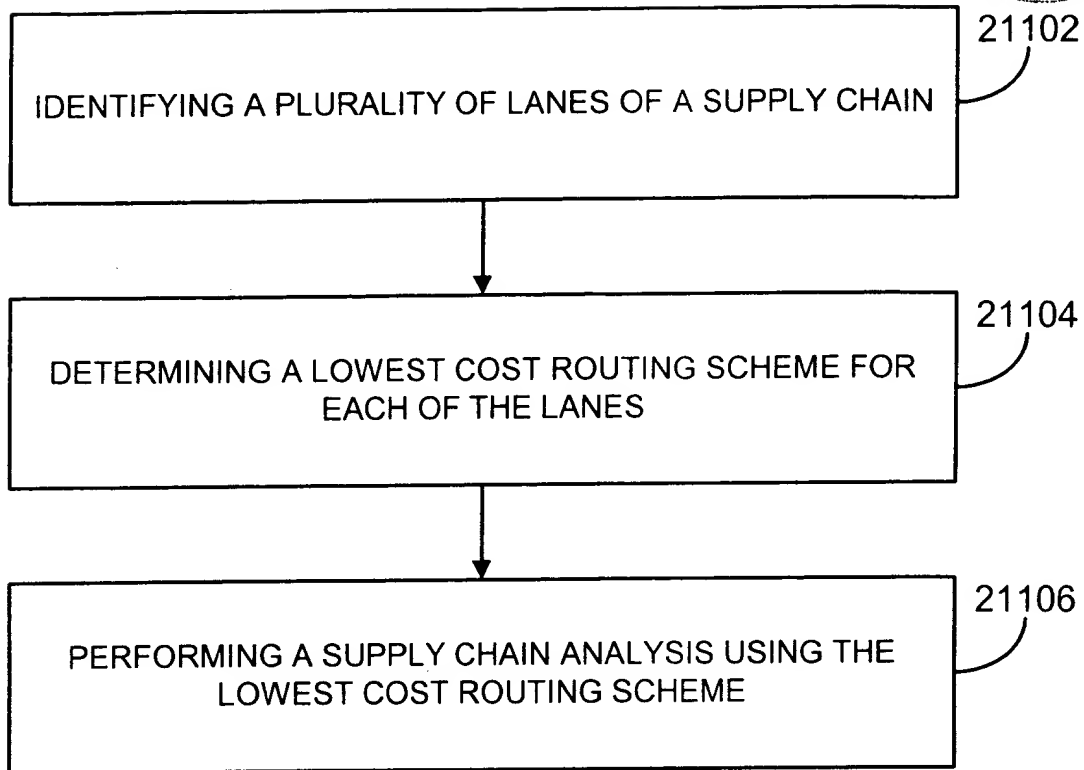


FIG. 211



21400

- Awarded Volume by Item - Detail
- Awarded Volume by Item - Detail
- Awarded Volume by Item - Freight
- Awarded Volume by Item - Summary
- Competing DC Freight Analysis by Item
- Lane Assignment Matrix
- Lane Weighted Average Delivered Cost

FIG. 214

21500

- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)
- Invoice FOB Detail Comparison (with conversion)
- Invoice FOB Savings Comparison (no conversion)
- Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

FIG. 216

21700

- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)

FIG. 217



FIG. 218



FIG. 219

22000

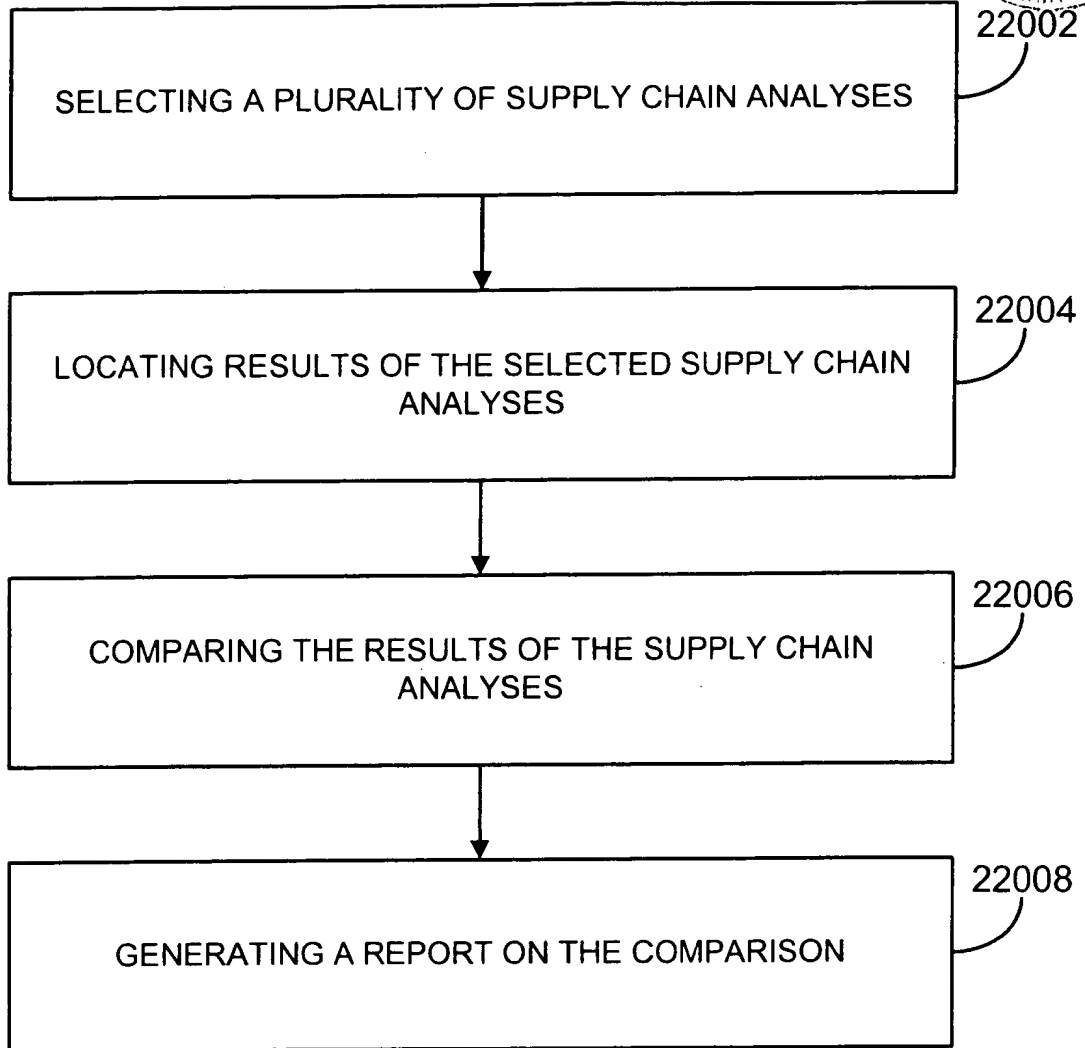


FIG. 220



22100

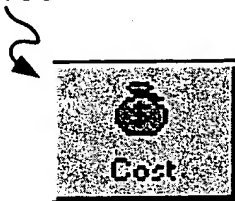


FIG. 221

22200

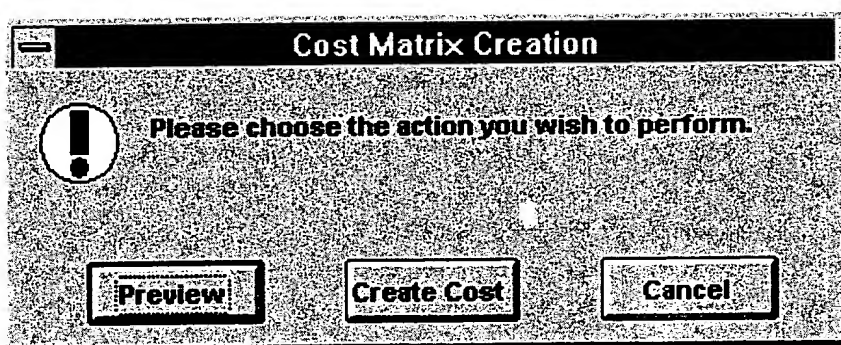


FIG. 222



Supply Patronage Sales/Inv Utilities Data Options

Supplier...	Least Cost	Contract
Supplier Site...		
Distributor...		
DC...		
Item		
Proposal		
Least Cost Analysis		
Formula Pricing	Edit / View	
Contract...	New (Using Previous)	
Cost		
Vendor Rating		
Contact Management		
Logistics & Distribution		
Bakery Coverage		

22300

FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments
--------------	---------	---------	----------	------------	-------------

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500



Formula Pricing - BEEF - 77% - 04/06/98

Date	FRSH DOM 55% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 88% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZN DOM 90% LEAN BL	IMP AUS 50% LEAN	Lean Fine Tail Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.9700	0.9200	0.9383	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.8940
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9658	0.8760

FIG. 225

22600

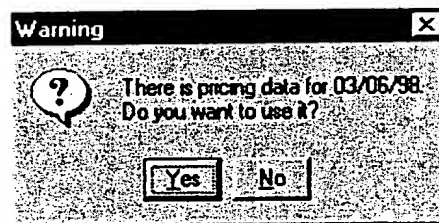


FIG. 226

22700

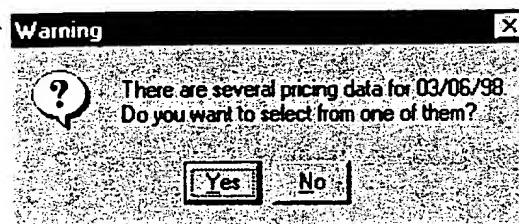


FIG. 227



22800
↘

Formula Pricing Selection

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900
↘

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98

General Info		Pricing		Freight		Formulas		Block Cost		Adjustments		MAI98		LFTB		Total	
Formula	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	
AFS-1	0.3120	0.2871									0.1880	0.2134	0.4000	0.3924	0.1000	0.0911	0.9948
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368					0.2000	0.2190	0.3200	0.3139			0.9941
GS-1	0.3270	0.3042									0.1730	0.1972	0.3600	0.3549	0.1400	0.1303	0.9866
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2386			0.1050	0.0956	0.9721
SER-1	0.3250	0.2926									0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9684
TEX-1	0.3090	0.2766									0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916
WH-1	0.3250	0.2958									0.1750	0.1989	0.3650	0.3608	0.1350	0.1230	0.9765
WIS-1	0.3325	0.2977									0.4675	0.5165	0.1000	0.0968	0.1000	0.0890	1.0018

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments
--------------	---------	---------	----------	------------	-------------

Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>

FIG. 231



23200

Formula Pricing - BEEF - 77% - 04/06/98						
General Info Pricing Freight Formulas Block Cost Adjustments						
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9868	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299
Amount Adjustment Desc						
0.1500	Upcharge					

FIG. 232

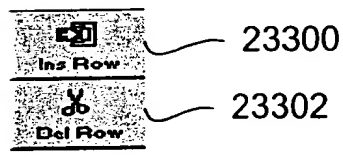


FIG. 233

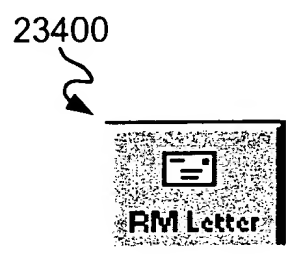


FIG. 234

23500



Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGIN	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6		100.0000%	

FIG. 235

Supply Patronage Sales/Inv Utilities Window Help	
Supplier	Least Cost Contract
Supplier Site	
Distributor	
DC	
Item	
Proposal	
Least Cost Analysis	
Formula Pricing	Edit / View
Contract	New (Using Previous)
Cost	Formula Maintenance
Vendor Rating	
Contact Management	
Logistics & Distribution	
Bakery Coverage	

23600

FIG. 236